

Chemist & Druggist

16/23 December 1972 THE NEWSWEEKLY FOR PHARMACY

An Important Announcement

Eaton Laboratories
originators of the nitrofurans,
Furadantin, Furoxone and Furacin
has now established its own marketing
organisation in the United Kingdom

Until now these products have been marketed by
Smith Kline & French Laboratories Ltd.
From 1 January, however, the marketing operation will
be directly controlled by Eaton Laboratories.

What does this mean to you – the Pharmacist?

- * The products, Furadantin, Furoxone and Furacin will remain unchanged – there is no need to replace stocks.
- * Manufacture and distribution will continue through S.K. & F. ensuring the same high standards.
- * Packing will gradually identify with Eaton Laboratories as stocks run down – eliminating any possible inconvenience.
- * Close contact will be maintained with the Profession – through Eaton Laboratories' national field force and our own London based Medical Department.

As a well established International Pharmaceutical Company, Eaton Laboratories has an intensive research programme, with an expenditure of several million pounds a year. The company plans to introduce several new products, reflecting significant advances in therapy, in the near future.

We, at Eaton Laboratories, look forward to a close and mutually valuable relationship with the Pharmaceutical Profession.

'Furadantin' 'Furoxone' and 'Furacin' are registered trade marks.



**Eaton
Laboratories**

125 High Holborn,
London WC1V 6BR
01-242 9501

**O-t-c sales
disappoint
Nielsen**

**Consumer
interest in
pharmacy**

**Yardley
competition
winners**





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The newswweekly for pharmacy

16/23 December 1972 Vol. 198 No. 4840

114th year of publication

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Benn >>>

Official organ of the Pharmaceutical Society of
 Ireland and of the Pharmaceutical Society of
 Northern Ireland



Prize winners in the Yardley—Beauty
 Business competition will soon receive
 one of these decanters, displayed here by
 Hélène de Klerk, C&D Beauty Products
 Editor (see p893)

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TRADE ANNOUNCEMENT

CAMBERWICK GREEN

and Trumpton soaps

With effect from 1st January, 1973, Camberwick Green
and Trumpton soaps will be marketed and sold by:

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Wright Layman & Umney Ltd.,
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London SW9 9JJ.

Tel: 01-733 7911 Orders to: 01-274 2076

They will be added to the range of toiletries already
being marketed under the Camberwick Green name.

The previous distributor, Jean Sorelle Ltd, wish to
thank customers for their previous support.

Chemists' counter sales 'disappointing' in 1972

If it were not for NHS business, chemists would be taking a noticeably smaller share of retail expenditure than 10 years ago, reports *Nielsen Researcher*, published by the A. C. Nielsen market research organisation.

Nielsen's prediction, based on 10 months' results, is that chemist's turnover in 1972 will amount to £426 million—an increase of 9.5 per cent on 1971, a similar rate of growth as for the past 3 years.

However, counter turnover increased by a "disappointing" 5.5 per cent only, while NHS was up by 14.5 per cent. As a result NHS accounted for 46 per cent of turnover, compared with 44 per cent in 1971.

Looking back over 10 years, Nielsen find that chemist's business has doubled—but NHS has nearly trebled, while counter turnover is up only 62 per cent. The Government's retail trade index has moved up by 82 per cent over the same period, indicating chemist's declining share of expenditure.

The increase in NHS between 1971 and 1972 comes from a small increase in prescribing, plus an estimated 10 per cent rise in the average prescription cost.

Multiple chemists (including Co-operatives, but excluding Boots) fared less well on average during 1972 than independents, say Nielsen. Their total turnover increase was only 8.5 per cent in the year ending October, comprising 11.6 per cent from NHS (against 5 per cent last year) and 6.8 per cent cash takings (10.1 per cent in 1971). The "sluggishness" of the multiples o-t-c sector will surely not go unheeded, it is suggested. For independents NHS business was up 13.8 per cent (against 11.2 per cent) but counter turnover was up by only 6.8 per cent (8.1 per cent).

Nielsen found that over a 4-year period, unit sales were up by 9 per cent (31 per

cent value) and that this growth had been generated with a stock reduction over the same period of 2 per cent. It is pointed out that since stock rationalisation carried too far can result in out of stock situations, independent chemist's are placing increasing reliance on their wholesalers—and they have the advantage over most retailers of being able to rely on at least one visit from a wholesaler every working day. Comparing January-February 1967 with July-August 1972, Nielsen found that the proportion of wholesale to direct purchases by independents had increased from 55:45 to 66:34. A check during October showed that 37 per cent of independents were using cash and carry against 32 per cent a year earlier.

Profile of a 'high-flyer'

What are the characteristics linking successful independent chemists? Nielsen set out to find the answer and took from their sample the 20 shops which had shown the fastest rate of growth for counter business—taken together, their record of turnover increase was six times the average.

The profile emerging is summarised by Nielsen thus:—

"A shop with an annual turnover of some £37,000 located in a shopping centre in a growing community offering self-selection and with a modern dispensary. It will be open for 47 hours a week excluding rota hours. Competitive prices will be a feature, particularly with special promotions on toiletries and cosmetics, and these may sometimes be achieved through purchases from cash and carry wholesalers. The general business expertise of the chemist himself is a vital factor and as a result a spirit of service to customers will pervade the premises."

Statistical points are included in the following table:—

| | |
|---|-------------|
| Average annual t/o | £37,000 |
| Full-time staff | 3.75 |
| Part-time staff | 1.75 |
| Average opening hours per week (excluding rota) | 47 |
| Location: Shopping centre | 35 per cent |
| Shopping cluster | 35 per cent |
| Main road | 30 per cent |
| Recently modernised dispensary | 35 per cent |
| Offer special promotions | 70 per cent |

Staff numbers ranged from 3-13, but averaged 5-6. Although the average opening hours were 47 hours a week, six shops opened for more than 50 hours. One-third of the group had recently modernised and extended their dispensaries, suggesting that increased NHS traffic could have contributed to their counter success. Three had recently modernised their shop fronts.

Nielsen Researcher, A. C. Nielsen & Co Ltd, Nielsen House, Headington, Oxford, OX3 9RX.



Instead of unveiling a portrait of herself painted by Bernard Dunstan, "Miss Pears 1972" (Louise Payne from Walton-on-Thames) stayed at home nursing an attack of mumps. The unveiling ceremony fell to another beauty queen, Belinda Green, crowned Miss World 1972 five days previously.

Pharmaceutical Society's new Fellows

The panel of fellows of the Pharmaceutical Society of Great Britain has designated the following members as fellows of the Society, from December 6:

For distinction in the profession of pharmacy

Charles Henry Brunning, Caergwrle
Charles Richmond Dickens, Swansea
Walter George Fowler, Liverpool
Arthur Frost, Wolverhampton
Eileen Mary Hirst, Wigan
John Hunter, Stirling
Bennett Alexander Jacobson, South Africa
Peter Keddie, Northwood, Middlesex
Norman Frederick Maggs, Frome, Somerset
Harold Mendelson, Chislehurst
Leslie Holliss Moore, Bath
Stanley Edward Morgan, Luton
William Denton Nimmo, Middlesbrough
Brian Jack Morgan O'Malley, London
William Felix Patterson, Sheffield
William Peter Bartlett Phillpotts, Stony Stratford

Leonard Poyser, Berkhamsted, Herts.
Andrew Robertson Riley, Sunderland
John Schofield, Leeds

Ernest William Sterry, Rochester
Joyce Evelyn Tinegate, Bristol
Margaret Wallis, Tunbridge Wells
Edward Joseph Willis, Australia
Barbara Jean Young, Bristol

For distinction in the practice of pharmacy
Mervyn Ronald Tickell Scott, Wantage

October figures

Retail figures for all chemists rose from 151 in September to 154 in October, an increase of 15 per cent. Independents also showed an improvement, from 137 to 143, an increase of 13 per cent. The October figures for multiple and Co-operative societies are not available.

Chemist & Druggist

Wish all subscribers
advertisers and
readers a

Merry Christmas

and a

Prosperous 1973

Consumers want improved pharmaceutical service

The "little power" the Pharmaceutical Society has to limit the business activities of pharmacists and its "lack of authority" has prevented the Society from improving the general pharmaceutical service, maintains the December 8 edition of *Drug & Therapeutics Bulletin*.

And to back this view the *Bulletin's* publishers, the Consumers' Association, are to put proposals for improvement to the Department of Health.

A leader taking up most of the issue discusses the relationship between pharmacists and doctors, and how constraints make the work of the pharmacist difficult.

The article acknowledges the present economic difficulties of general practice pharmacy and describes the contribution that can be made by the pharmacist. It concludes that the proposed area health authorities could be given the powers required to plan the development of pharmaceutical services.

Much treatment is less effective than it should be because "something unforeseen happens after the patient has been given the prescription," says the *Bulletin*.

"The pharmacist's role here, as in mediating and regulating self-medication, is usually taken for granted, but it should not be."

Pharmacists sometimes had to take the initiative in giving advice, as it was often difficult to get in touch with the prescriber. Occasionally information was given without reference to him to avoid inconvenience to the patient. For similar reasons

pharmacists sometimes made assumptions where prescriptions were incomplete or ambiguous. Pharmacists could be discouraged from giving necessary pharmaceutical advice if doctors were unhelpful or resented their intervention.

On drug information, the *Bulletin* points out that information services would be valuable to general medical practitioners but difficulties in communication inevitably limited the development of such services.

"The National Health Service Reorganisation Bill regrettably ignores the need for relating general pharmaceutical services to general medical services and to the hospital service at a local level", stresses the article. Area Health Authorities could be given the power to restrict the issue of

NHS dispensing contracts to pharmacies in places where their distribution was already adequate; this would be analogous to the designation of "open" and "closed" areas for general medical practitioners.

In an interview Dr Andrew Herxheimer, editor of the *Bulletin*, explained to *C&D* that the publishers of the *Bulletin*, the Consumers' Association, would shortly be sending suggestions on the subject to the Department of Health.

AHA's could help pharmacists to operate in situations which were at present uneconomic by providing them with a guaranteed minimum income and cheap or free premises.

With "open" and "closed" areas pharmacists would be able to choose the type of pharmacies they wished to run, he explained. The commercial/professional dilemma was the fault of today's administrative structure.

Dr Herxheimer said that the article had been written jointly by pharmacists and doctors with the object of overcoming some differences between the two professions. Doctors often thought of pharmacists as intrusive, and pharmacists thought of some doctors as being "sloppy" and awkward to contact.

Council concern over policy on health centre pharmacists

The Council of the Pharmaceutical Society has not been convinced by the department of Health's assurance that the Government's intention to repeal Section 21 of the Health Services and Public Health Act 1968 (which prevents local health authorities from employing pharmacists in health centres in greater numbers than they were doing on March 22, 1968) there is no change in Government policy.

Council noted at its December meeting that Section 21 of the National Health Service Act 1946, which contains similar provisions relating to medical and dental practitioners, was also to be repealed. The Practice Committee was strongly of the opinion that any such assurance had no real relevance to future policy.

Council accepted recommendations that the Department should be urged that a clause re-enacting the provisions of Section 21, but applying to area health authorities, should be added to the National Health Service Reorganisation Bill. It was agreed that the British Medical Association and the British Dental Association should be urged to support the Society's view. It was also agreed that the names of the members of the House of Commons committee which would consider the Bill be ascertained.

Conference science contributions

The British Pharmaceutical Conference Science Committee is inviting science session contributions for the 110th meeting in London, September 10-14, 1973. They must deal with original work on subjects of pharmaceutical interest, and be full papers or 200-500-word communications.

For full papers (suggested maximum

4,000 words) closing date is February 1.

Communications (closing date July 2), should contain 200-500 words inclusive of title. They should relate to original, previously unpublished work in those sciences that contribute to the development and evaluation of medicinal substances and associated topics, and should be on a specific topic.

Details of presentation requirements may be obtained from the secretary, Conference Science Committee, 17 Bloomsbury Square, London WC1A 2NN.

As in 1972, the Committee will consider the award of a prize to a graduate in pharmacy who is a citizen of the United Kingdom and under the age of 35 years (as at March 31, 1973), who shows outstanding ability as indicated by his or her published work. An applicant who is successful will receive a prize of £100 and will be invited to present a lecture on his or her work at the Conference.

The merits of the work may be brought to the notice of the Committee either by the applicant, or by persons who wish to recommend the applicant. Applications should be received by the secretary by March 31, 1973.

Child-resistant packs report in New Year

A report on test standards for child-resistant containers and packaging is expected early in the New Year, Mr Michael Alison, Under-secretary for Social Services told the Commons on Tuesday. It will come from the British Standards Institution technical committee which was set up with the co-operation of the Department of Health and the Pharmaceutical Society.

Questioned about "practical considerations" following introduction of the containers he said the views of the medical and pharmaceutical professions were being taken into account, but there had been no informal discussions.



As part of their 200th anniversary celebrations Wilkinson Sword Ltd are presenting bi-centenary commemorative swords to a small number of organisations with whom the company has long associations. One such is Boots Co Ltd the chairman of which Mr W. R. Norman is seen here receiving the presentation last week. Mr Norman (left) received the bi-centenary sword from Mr Roy Randolph, President of Wilkinson Sword.

President welcomes extended free contraception

The present artificial distinction between medical and social needs should be abolished, said Mr J. P. Kerr, president of the Pharmaceutical Society, in welcoming Sir Keith Joseph's announcement on extension of the family planning service on Tuesday. He hoped that discussions Sir Keith proposed holding with the medical and pharmaceutical professions would be aimed at making the supply of contraceptives for social purposes part of the NHS general medical and pharmaceutical services.

In his statement, Sir Keith had said "There should be free contraceptive supplies for those who have a special social need."

And he disclosed the results of a review conducted by himself and the Secretaries of State for Wales and Scotland on the subject. He would be entering into discussions with the pharmaceutical and medical professions, to see whether satisfactory arrangements could be agreed with them, on replacing present charges with appropriate remuneration, for services to NHS patients who have no health reasons for avoiding pregnancy.

Those who had a special need and who would otherwise be unlikely to undertake effective contraception would have free supplies, as would those with a financial need.

Women who had had a baby or an abortion within the previous twelve months would be automatically exempt from charges.

"Apart from these," he continued, "people with a medical need will pay no more than the standard prescription charge. Others will pay the full cost of supplies." The new arrangements would be implemented as soon as possible.

Sir Keith also proposed the expansion of free advice services, which from April 1974, would all be the responsibility of the NHS authorities. There would be more clinics, and domiciliary services would be further expanded to enable all those who needed advice in their home to receive it.

Control of animal medicines

Adverse reactions noted in veterinary medicine is on a much smaller scale than in human medicine. But that could be explained by the big difference in the size of the market because for every 36 new product applications for veterinary products there were 170 for human medicine.

This was stated by Professor Charles S. G. Grunsell, professor of veterinary medicine, University of Bristol Veterinary School, when he addressed the Royal Society of Health's Pharmaceutical Group Luncheon Club on "The need for Control of Animal Medicine" last week.

As chairman of the Veterinary Products

Committee set up under the medicines Act, Professor Grunsell realised that the veterinary profession bore a heavy responsibility in testing new drugs. The information given must be reliable and fully documented. They were, however, at some disadvantage compared with the medical profession in that respect since they did not have the back-up facilities available in hospital laboratories.

Some of the products for which licences were being sought gave rise to some "head scratching" on the part of the Committee. There will be an opportunity to eradicate such products later, he said.

In a reference to the UK joining the Common Market Professor Grunsell said: "We are not going to be dragooned into accepting the standards of other countries but are determined to establish our own regulations."

DITB designs a 'good training' emblem

An emblem—a symbolic parcel surrounded by laurel leaves—has been devised by the Distributive Industry Training Board to identify firm's with the best training schemes. The emblem is that of the Distributive Training Award, which will be in the form of a certificate granted to firms qualifying on the basis of past training performance, current training plans,

and a commitment to future training and its improvement.

It is hoped that the emblem will be displayed on shop premises and business stationery so that it becomes recognised by the customer.

Firms holding the award—as a result of close scrutiny of their training approximately every two years—will be entitled to exemption from the Board's levy and grant scheme. However, it is anticipated that many of the qualifying firms will voluntarily remain in the scheme.

The award will be open to all DITB levy-payers, including those who operate the "under sixty" scheme for small employers.

Two more modifications to VAT scheme

Two modifications to the special further value added tax schemes for retailers were announced in the House of Commons on Monday.

The schemes are designed to help retailers who will be handling goods falling within the scope of various VAT rates and who would otherwise be faced with burdensome accounting work. They allow an averaging-out process which determines the eventual tax payable.

Mr Terence Higgins, Financial Secretary to the Treasury, said in a written reply that the existing Scheme 2 would take in any retailer whose total turnover did not exceed £50,000.

Whereas it was intended that all takings should be marked up and a one-eighth proportion added for the purposes of determining VAT liability, the one-eighth addition will not apply.

Mr Higgins also announced that, in all the special schemes, retailers would now have an option to use a different definition of "gross takings" from the one given in Customs and Excise Notice 707.



The Maclean's Snowball promotion launched earlier this year offered 6,400 cash prizes totalling £20,000; plus two new Morris Marinas offered as star prizes in a trade competition together with ten car cassette units. The two cars were won by Mr H. E. Wilson, superintendent of the Sheffield Co-op Chemist Ltd, and Mr J. L. Hammond of A. Stephen Ltd, Liverpool. The picture shows Mr Wilson receiving the keys to his Morris Marina.

Company News

Smith & Nephew sales rise by 12 per cent

Group profit before tax of Smith & Nephew Associated Companies Ltd in the 20 weeks ended October 7 was £5.92m against £5.41m in the same period of 1971. The profit was from sales 12.1 per cent higher at £51.39m.

Group profit, after tax was £3.77m (£3.37m).

The profit arising from Associated Companies includes all profit attributable to the group in those companies in which a substantial holding of up to 50 per cent is held and where the group has a special relationship. The principal companies in which the share of profits is incorporated are British Tissues Ltd, Jeyes Group and 50/50 companies. Profit from Associated Companies reflects an improvement in 1972 in British Tissues Ltd, which was close to break even in the 40 weeks.

Showrax form a joint company

Showrax Ltd, subsidiary of Baxter Fell & Co Ltd, have joined forces with Joseph Mertens, SA of Antwerp to form a new company—Eurolink Merchandising Systems Ltd—specifically to provide a comprehensive service to the operators of major retail projects, as well as cash-and-carry stores.

Mertens equipment is said to be in many of the largest stores on the Continent and a full range of their equipment will be available alongside Showrax's own Eureka range, together with agencies for other ancillary equipment.

Showrax have expanded to a turnover expected to exceed £2m this year, of which more than 60 per cent has gone into non-food outlets. Although expansion of its production and office facilities will add 30,000 sq ft by the end of this year, the planned expansion of its sales force from 55 to 75 by early spring will stretch its new capacity and further factory development will be undertaken during 1974.

Eaton Laboratories enter the UK

Eaton Laboratories, the pharmaceutical division of Morton-Norwich Products Inc, USA will, from January 1, 1973, be marketing a range of products through their own British-based company, which will employ a team of representatives. The products, all of which result from the company's own research efforts, have until now been marketed in the UK by Smith, Kline & French Laboratories Ltd who will



Mr Tom Reid, chairman UniChem, addressing a management seminar luncheon when he outlined plans for 1973

continue to make and distribute the products.

Eaton Laboratories will maintain their own technical and medical information departments operating from 125 High Holborn, London WC1V 6BR (telephone: 01-242 9501).

Beecham deal in Russia

Agreement to exchange pharmaceutical products with the Soviet pharmaceutical industry has been signed by the Beecham Group in Moscow.

The agreement follows a similar one signed with the Hungarian Pharmaceutical Association (see last week, p. 863).

The latest agreement envisages a two-way exchange of medicines for safety evaluation, and covers pharmaceutical products of all kinds.

Briefly

Johnston & Adams Ltd, Dundee have acquired the pharmacy of Mr Laird Parker, 88 George Street, Oban, Argyll.

Macarthy's Pharmaceuticals Ltd: the offers made on the company's behalf for United Chemists (UCAL) Ltd (C&D, November 18, p759) have now been declared unconditional and will remain open for further acceptance.

Appointments

Mr W. A. G. Kneale, MPS has been appointed E.E.C. liaison secretary for the National Pharmaceutical Union in addition to his existing duties as local organisations officer. In recent months he has attended all the meetings of the European Pharmacy Group in Brussels, Amsterdam and London where his linguistic abilities have made him a valuable member of the British team. He has been the author of a number of reports on pharmacy as practised in E.E.C. countries and has spent much time translating official documents. In this he has been aided by his wife, a Swiss who is fluent in several European languages.

As a former pharmacist with Cunard Mr Kneale is no stranger to international travel; his work on British as well as French and Dutch Liners, took him to many countries.

Mr Kneale is secretary of the employers' side of the National Joint Industrial Council for Retail Pharmacy, which represents the NPU, the Company Chemists' Association Ltd, and the Co-operative Employers' Association.

Aerosols International Ltd: Changes in the management structure were announced on December 5 with two new appointments to the board and a rationalisation. John Hyland, formerly production director at the company's Bracknell factory and J. C. (Ian) Bowes, his colleague at the Wellington plant, both become full board members.

Mr Bowes transfers to Bracknell and becomes production director for both plants. Mr Hyland takes up the new position of engineering services director. Len Stevens has been appointed works manager, Wellington, from production manager at that site.

The reorganisation follows changes which took place in November within the sales division. At that time, George Hodgson was appointed to the new position of sales manager—UK.

M. W. Hardy & Co Ltd have appointed Mr J. P. Allan, to the board. Mr Allan has been for many years managing director of Tennant Trading Ltd.

Roure Bertrand Dupont Ltd have appointed Mr Robert W. Harris their account manager. Mr Harris entered the fragrance flavour industry when he joined Coty in 1958. After ten years he transferred to Haarman & Reimer Ltd.

Albright & Wilson Ltd: Mr G. F. Ashford has been appointed to the board as a non-executive director.

Gala Cosmetic Group Ltd: Mr J. M. Taylor has been appointed a director. He continues as assistant managing director.

Pan Britannica Industries Ltd have appointed Mr Patrick Murphy their garden products marketing manager.

People

Mr A. L. Parker, MPS, proprietor of a pharmacy in Oban for 35 years and a household name in photographic circles, has retired. With his wife, who is a fellow of the Society, he opened two chemist businesses in Port Glasgow during the depression. They moved to Oban in 1937 and fitted out what was then the most modern shop in the town. Mr Parker's father and grandfather were both keen amateur photographers, producing a colour photograph as early as 1906.

Mr Thomas M. Rankin, MPS, director and general manager of T. J. Smith & Nephew Ltd, Hull will relinquish that position at the end of the year. At the same time he relinquishes his directorships of the Elastoplast division, and Smith & Nephew Tapes Ltd.

Mr Rankin retires on June 30, 1973 and for the six months preceding that date has agreed to carry out a number of projects for the parent board, Smith & Nephew Associated Companies Ltd.

Mr I. L. Poore, a director of S. Figgis & Co Ltd, Mincing Lane, London and a specialist in the essential oil market, retired on Friday after fifty-two years' service with the company.

Mr James McMillan, MPSNI, Portrush, co Antrim has been elected president of the Ulster Chemists' Association for 1973. Mr McMillan was educated at Coleraine Academical Institution and Belfast Technical College. He served his apprenticeship with Mr S. G. Morrison, in Bushmills, co Antrim and qualified in 1940. He opened his own business at Main Street, Portrush in 1948 since when he has become a well known and popular figure being a past president of the local chamber of commerce. Mr McMillan is deeply interested in theatricals and is an active member of the Portrush Players, for whom he has acted as secretary, chairman and stage manager. His other main interest is in rowing, and in his youth he rowed for Bann Rowing Club, Coleraine.



Topical reflections

BY XRAYSER

Aggression

THE description "aggression" or "aggressive" used to apply to acts of hostility or belligerence, but in modern business jargon aggressiveness appears to be the hall-mark of the energetic, thrusting and successful man of commerce. I note that the expression is used by Beecham in its hypermarket report in reference to "fast-moving grocery sales and aggressive pricing policies", and I wonder how anything so inanimate as a hypermarket or supermarket can be aggressive.

I have read Beecham's report and your editorial comment on it, and I gather that it has been the manufacturer's purpose to storm the heights of the hypermarket and to achieve large sales of medicines in that arena so that the supermarkets may take heart and join in the sale of goods which "show profits in the region of 30 per cent". Such encouragement may possibly, in the now accepted sense, be regarded as aggressive salesmanship, and a policy for success.

But, as you imply in your leader, the commodities offered for picking up are not baked beans or instantaneous coffee—they are medicines which those who watch television have come to know as intimately as the baked beans, for no effort is spared to drive the message home. Beecham's say that "many supermarket operators believe even now that proprietary medicine products, being price-maintained, are incapable of profitable volume sales in a self-service environment", but go on to say that an analysis of Beecham toiletry and medicine sales through Carrefour (the hypermarket) provides interesting evidence to refute that belief. It seems difficult to reconcile that outlook with the firm's "ethicals" side.

Distribution

It is true that the Medicines Act regards pharmacy as the prime distribution point for medicines, with the proviso that there will be a general sales list agreed upon following representations from the professions and from commerce. Meantime, the manufacturers of proprietary medicines are using the intervening time to extend their influence physically and geographically, thus enlisting still more powerful support for their policy of the widest possible distribution.

The influence they are able to exert is much more potent than that of any professional organisation, and pharmacy cannot be optimistic. I would like to think that the consumer-protection intention of the court's decision on rpm would be the overriding consideration, but it seems that, to the industry as a whole, the most important thing is to extend the field. We may be forgiven if we take the decision to defend rpm with the proverbial pinch of salt, when that protected margin is offered to the supermarkets as an incentive.

Professor Adrian M. Cook, professor of pharmaceuticals and dean of the school of health and life sciences in the University of Wales, Cardiff, is to take over the chairmanship of the council of the Royal Society of Health on January 1, 1973 and will be the first pharmacist ever to hold that position.

For some seven years he was chairman of that Society's pharmaceutical subjects group, and he has presided over the group's luncheon club from its inception.

Since taking up the appointment in Wales, he has focused his attention on research and postgraduate studies in the

more vocationally orientated field of community pharmacy.

Deaths

Wellwood: Recently, Miss Elizabeth Wellwood, MPSNI, 28 North Parade, Belfast. Miss Wellwood qualified in 1927 and carried on business for many years at 87 Ormeau Road, Belfast, from which she retired in 1953. She was a member of the Ulster Chemists Association Executive Committee from 1943 to 1947. She is survived by her pharmacist-brothers, Joseph and John, who were at Grosvenor Road and York Street, Belfast, respectively.

Trade News

New distributor

From January 1 Camberwick Green and Trumpton soaps will be marketed and sold by Wright Layman & Umney Ltd, Sanitas House, Stockwell Green, London SW9 9JJ. They will be added to the range of toiletries already being marketed under the Camberwick Green name. Previous distributor was Jean Sorelle Ltd.

What is VAT?

The College of Taxation has produced a 90-minute cassette which deals with value added tax in a straightforward manner and should be useful for the small businessman who cannot attend lectures on the subject. There are notes (p22) which can be purchased separately from the College, 21 Oakbury Road, London SW6 2NN at £1.05. The cassette with notes is £5.

Whole range repacked

Cuxson, Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Wores, announce that their complete range of Perfection in Protection Sylvia traditional sanitary towels are now being supplied in the new design pack of ten towels. The paper bag with the familiar swan motif has been replaced by a plastic bag with a draw-string neck bearing a modern floral pattern in bright colours. The company provide generous quantity reductions.

Bell & Howell distributor

From the start of 1973, Bell & Howell A-V Ltd's exclusive distributor of amateur movie cameras and projectors to photographic retailers will be Southall Bros & Barclay. The agreement covers the whole of the UK but does not extend to audio-visual equipment. This will continue to be supplied directly to audio-visual dealers by Bell & Howell. Commenting on the arrangement, Mr Frank J. Hatton, general manager, Southall Bros & Barclay said: "What we like about the new models that will be coming from the Bell & Howell factories during 1973 is that each has a logical place in the shop window. There are products for the beginner and products for the connoisseur. And there are some exciting innovations, including one new line which promises to give amateur movie making the biggest single boost it has ever had."

Philips labelling

All Philips products manufactured outside the UK will be supplied bearing an indication by label or other marking of their country of origin by the end of this year.

Most Philips products currently held in trade stocks are in fact marked with their country of origin but it may be that some marks are not displayed conspicuously

enough. Philips are therefore to issue swing tags and adhesive labels to all dealers who require them in order that they may comply with the Country of Origin marking requirements of the Trade Descriptions Act 1972 which comes into force on December 29, 1972.

Philips are mailing all their dealers with a questionnaire and attached pre-paid form. They are asking their dealers to check their stock against a new edition of Philips price lists which show the country of origin of each product.

Rentokil revision

Rentokil Ltd, Felcourt, East Grinstead, Sussex, are withdrawing their new 1973 metric price list which was issued in October following the "price freeze". A new metric price list will be issued as soon as possible, said a spokesman. In view of the freeze, however, Rentokil are reserving the right to continue to issue Imperial measure packs at the current Imperial measure prices until the changeover to metric is complete.

Redesigned carton

Nestle Lite, the hair lightener from Nestle-LeMur Co and distributed by Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex, has been repackaged in a new look carton which, the makers hope, will have greater shelf appeal.

Olive range prices

Henry Weinberger Ltd, Britannia House, Drayton Park, London N5, point out that prices for their Olive range of sunglasses and chemists' sundries are no longer as shown in the December Quarterly Price list. Revised prices will be included in the Supplement as soon as possible.

Christmas holiday closings

Bayer Pharmaceuticals Ltd, Haywards Heath, Sussex. Closed from 12 noon December 22 until 9 am December 27. Also closed on January 1. Urgent supplies from John Bell & Croyden.

Beecham Ethical Distributors, Brentford, Middx. Closed from 12 noon December 22 until 9 am December 27. Urgent supplies from John Bell & Croyden, 50 Wigmore Street, London W1. (01-935 5555).

ICI Ltd, pharmaceutical division: all distribution depots closed from December 22 until December 27.

May & Baker Ltd, Dagenham, Essex. Sales office closed from 12 noon December 22 until 9 am December 27.

Merck Sharp & Dohme Ltd, Hertford Road, Hoddesdon, Herts. Closed from 12.30 pm December 22 until 9 am December 27. Premises also closed on January 1. Urgent supplies from John Bell & Croyden.

Norgine Ltd, 26 Bedford Row, London WC1R 4HJ. Order office and factory closed from 12 noon December 22 to 8 am December 27. Administration closed from 5.30 pm December 22 until 9.30 am December 28.

Pharmaceutical Specialities (May & Baker) Ltd, Dagenham, Essex. Closed from December 22 until 9 am December 27. Urgent supplies from John Bell & Croyden.

Scottish distribution depot, Pharmaceutical Specialities (May & Baker) Ltd, Cumbernauld. Closed on December 25 and from

5.30 pm December 29 until 9 am January 3. Radiol Chemicals Ltd, Witham, Essex. Closed from 12 pm December 22 to 9 am December 27.

William Ransom & Son Ltd, Hitchin, Herts: Closed from 5 pm December 22 until 1 pm December 28. Also closed January 1, 1973.

Upjohn Ltd, Fleming Way, Crawley, Sussex. Closed from 12.30 pm December 22 until 9 am December 27. Premises also closed on January 1. Urgent supplies from John Bell & Croyden.

Wellcome Foundation Ltd, 183 Euston Road, London, NW1. Closed from December 22 until December 27. Emergency supplies from John Bell & Croyden.

Bonus offers

NPU Marketing Ltd, 321 Chase Road, London N14, and Radiol Chemicals Ltd, Stepfield, Witham, Essex. Refrane capsules. Introductory offer 12 charged as 10 (£5.93).

on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Alberto Balsam: Ln, M, Sc, WW, So, We

Alka-Seltzer: All areas

Alpine Spring: So

Beecham powders: All except E

Brylcreem: All areas

Buttercup Syrup: M, Lc, Y

Close Up: All except E

Faberge: All except WW, E, CI

Harmony hairspray: All except E

Harmony Protein Plus shampoo: All except E

Hedex Seltzer: Ln, Y, Sc, WW, NE, A, We, B, CI

Macleans toothpaste: All areas

Philips-Philishave All except E, CI

Remington electric shaver: All except U, E

Sandrine: All except E, CI

Three Wishes: All except E

Venos cough mixture: All except E

Vicks Sinex: All except U

Week commencing December 31

Alberto Balsam: Ln, M, Sc, WW, So, We

Alka-Seltzer: All areas

Askit powders: Sc, Gr

Beecham powders: All except E

Brylcreem: All areas

Buttercup Syrup: M, Lc, Y, B

Close Up: All except E

Harmony hairspray: All except E

Hedex Seltzer: Sc, WW

Macleans toothpaste: All areas

Setlers: Ln, M, Lc, Sc, WW, So, NE, A, U

Venos cough mixture: All except E

Vicks Sinex: All except U

**CHEMICALLY DIFFERENT
CLINICALLY SUPERIOR**

Hibitane

**(Chlorhexidine)
is completely
unrelated to
Hexachlorophane.**



THE QUEEN'S
AWARD
TO INDUSTRY
1966 1967 1968
1969 1970 1972

Imperial Chemical Industries Limited
Pharmaceuticals Division, Alderley Park,
Macclesfield, Cheshire.

Further information on 'Hibitane' available on request.

'Hibitane' is a Trade Mark.

PH 806

New products and packs

Over the counter medicinals

Smoking control capsules

Refrane, a smoking control product manufactured by Kingstead Pharmaceuticals Pty, Australia, is now available nationally through chemists only. The product is produced in buffered capsule form, each capsule containing lobeline hydrochloride 2.5 mg.

Recommended dosage is one capsule three times a day for the first three days; one capsule twice daily for the next seven days and then one capsule a day for the final seven days.

Test marketing has been carried out in the Southern Counties and a merchandising campaign, including give-away instruction leaflets is to be mounted in the New Year.

Available in packs of 30 capsules (£0.89) (Distribution from January 1, 1973, by NPU Marketing Ltd, 321 Chase Road, London N14, and Radiol Chemicals Ltd, Stepfield, Witham, Essex).

Cosmetics and toiletries

Bubbly bath additive

Foaming Bath Essence has been added to the New Dew range of bath products from Crookes Anestan, and is aimed at those who like bubbles in their bath. The green-tinged foam bath contains moisturising cream to soften the water as it nourishes the skin plus a pine fragrance. It is available in a one-bath sachet (£0.6) and a 165cc bottle (£0.55) enough, say the makers, for 16 baths (Crookes Anestan Ltd, Telford Road, Basingstoke).

Now Equatone moisturiser

Coty have introduced Duobase Moisturiser (£3.75) to their Equatone range. It is suitable for dry, extra dry and sensitive skins and will, the makers claim, protect the skin and help prevent the constant moisture evaporation that dries out and ages tissues. The new moisturiser, which is free from the chemicals usually used to emulsify oils and humectants, forms two distinct layers which only blend when the bottle is shaken. The salmon coloured top layer is composed of rich oils and the pink bottom layer is a concentration of moisturisers (Coty Ltd, Coty House, 3 Stratford Place, London W1N 9AE).

Russian inspired fragrance

Nitchevo is the name of a new fragrance inspired, say the makers, by Russian life and created in Paris by Princesse Isabel de Broglie. A rich, "romantic" perfume, Nitchevo is spiced with coriander and sage plus roses, jasmin, honeysuckle and orange blossom. The Nitchevo range consists of extrait 7cc (£4.00) and 14cc (£6.25); parfum de toilette 50cc (£3.00) and 100cc



(£4.50) plus 100cc atomiser (£4.75) and 9cc atomiser (£2.00); Eau Parfume 50cc (£2.10) and 100cc (£3.40) plus a 90cc aerosol (£4.00) and 100g soap (£1.10). Distributors for Nitchevo are Juvena of Switzerland (Juvena Great Britain Ltd, 19 Grosvenor Street, London W1X 9FD).

Christmas at Cyclax

The Christmas gifts collection from Cyclax consists of more than 20 items and has been wrapped in purple and silver to contrast with the two-tone blues of their new fragrance range, Joie de Vivre. Ribbons and bows have been added to each gift in the range which includes a large purple Apothecary jar filled with bath crystals (£2.90), velvet-covered dusting-powder drum (£3.25), a jewel box containing talc, moisturiser, gel, spray parfum and hand soap (£6.25), makeup purse and spray parfum (£3.05) and a box of six bath cubes (£0.75) (Cyclax Ltd, 65 South Molton Street, London W1Y 2BS).

Water Cream duo

Outdoor Girl have added to their range of eye products with the introduction of Water Creams (£0.25), an eye shadow duo in a small compact complete with applicator. When water is applied with the applicator, the shadow works up into a cream but, say the makers, will dry like a powder shadow to last without creasing or fading during the day. Six shadeways, all slightly pearlised, make up the Water Creams range: Paradise, Cloudburst, Sunshine, Seascape, Pastoral and Springtime (Outdoor Girl Ltd, Surbiton, Surrey).

Sundries

Larger air freshener

Airwick aerosol air fresheners are now available as a 10oz size (£0.18½) in a choice of three fragrances, Alpine, Lilac Time and Springtime (Jeyes UK Ltd, Brunel Way, Thetford, Norfolk).



Prescription specialities

NYSTAVESCENT pessaries

Manufacturer E. R. Squibb & Sons Ltd, Moreton, Wirral, Cheshire.

Description Pale yellow, diamond-shaped pessaries each containing nystatin 100,000 units in an effervescent matrix.

Indications Local treatment of vulvovaginal candidosis.

Method of use One or two pessaries should be inserted high into the vagina for 14 consecutive nights, regardless of any intervening menstrual period.

Side effects Occasionally some transient irritation and burning may be experienced.

On rare occasions a sensitivity reaction to the base may occur indicating cessation.

Storage Cool, dry place. Shelf life 1½ years.

Packs Of 15 pessaries with applicator (£0.48 trade) and 100 pessaries with six applicators (£3.04).

Supply restrictions TSA.

Issued December 1972.

INFLUVAC-MONO vaccine

Manufacturer Duphar Laboratories Ltd, Gaters Hill, West End, Southampton

Description Monovalent inactivated influenza virus vaccine containing in 1ml 360 in of A/England/42/72

Indications Influenza prophylaxis

Contraindications Hypersensitivity to egg, chicken protein or feathers

Dosage By subcutaneous injection, adults and children over 10 years of age, 1ml. Children up to 10, 0.5ml followed by a second injection of 0.5ml not less than four weeks later.

Pack Vial of 10ml (£5 trade)

Issued November 1972

A SOOTHING OINTMENT

ANTIPEOL

TO PROMOTE HEALING

SELLS

ALL THE

YEAR

ROUND

from your

wholesaler

Chemist & Druggist

simple rules for rapid price checking.
1. Look under 'This week's changes.' If the price is not listed... 2. Check cumulative section. If the price is not listed... 3. Refer to the last main list. The price is still correct.

Prices are given per unit unless otherwise stated. Bold upright figures (4) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Upright (0.14) is a suggested guide. a=Price advanced. r=Price reduced. ●=New entry. d=Delete. c=Correction. i=Insert.

Price Service

Cumulative amendments to December Quarterly Price List

| | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p |
|---------------------------------|--------------|------------|---------------|----------------------------------|--------------|------------|---------------|------------------------|--------------|------------|---------------|
| PTOPLAST (399 CG) | | | | ANDRE PHILIPPE (48 AP) | | | | Sun-O-Life | | | |
| essings | | | | after shave lotion 103 | 2.40dz | 0.60dz | 0.35 | sunflower seed oil | | | |
| mini-grip pocket pack | | | | bath essence pine 9 | 3.00dz | 0.75dz | 0.45 | 1/2 pt | 1.38dz | .. | 0.15 1/2 |
| M295 | 0.89dz | .. | 0.11 | bubble bath | | | | 1 pt | 2.27dz | .. | 0.25 |
| 100 pieces assorted | | | | bubble bottle 25 | 2.05dz | 0.512dz | 0.30 | 1 qt | 4.38dz | .. | 0.49 |
| M284 | 0.53 | .. | 0.75 | candlestick 7 | 2.74dz | 0.685dz | 0.40 | 1 gal | 1.34 | .. | 1.78 |
| 150 pieces 3.8cm x 1.9cm | | | | cocktail shaker 15 | 6.80dz | 1.70dz | 0.99 | 92 cc | 5.44 | .. | 0.34 |
| M304S | 0.33 | .. | 0.46 1/2 | continental 35 | 6.60dz | 1.65dz | 0.97 | (2 dz) | | .. | |
| 150 pieces 6.2cm x 1.9cm | | | | decanter 8 | 5.10dz | 1.27dz | 0.75 | Yeastly savoury spread | 4.98 | .. | 0.28 |
| M304M | 0.50 | .. | 0.71 | dimple 2 | 0.80dz | 0.20dz | 0.12 | (2 dz) | | .. | |
| 150 pieces 7.5cm x 1.9cm | | | | dolly bird 12 | 2.40dz | 0.60dz | 0.35 | | | | |
| M304L | 0.59 | .. | 0.83 | piggy bank 21 | 2.40dz | 0.60dz | 0.35 | | | | |
| 150 pieces assorted | | | | ring bottle 28 | 2.05dz | 0.512dz | 0.30 | | | | |
| island dressings | | | | slim diamond 14 | 3.80dz | 0.55dz | 0.55 | | | | |
| M304 | 0.50 | .. | 0.71 | soldier boy 10 | 2.40dz | 0.60dz | 0.35 | | | | |
| 75 pieces assorted | | | | swan dimple 3 | 2.05dz | 0.512dz | 0.30 | | | | |
| M96 | 0.59 | .. | 0.83 | baby 1 | 0.80dz | 0.20dz | 0.12 | | | | |
| 100 pieces 6.2cm x 2.2cm | | | | twist bottle 6 | 1.36dz | 0.34dz | 0.20 | | | | |
| M98 | 0.47 | .. | 0.66 | unicorn 16 | 6.80dz | 1.70dz | 0.99 | | | | |
| 100 pieces 7.5cm x 1.9cm | | | | cold cream 17 | 1.96dz | 0.49dz | 0.29 | | | | |
| M99 | 0.47 | .. | 0.66 | Cologne | | | | | | | |
| 125 pieces assorted | | | | bubble bottle 38 | 2.05dz | 0.512dz | 0.30 | | | | |
| M95 | 0.68 | .. | 0.95 | cocktail shaker 19 | 6.80dz | 1.70dz | 0.99 | | | | |
| 150 pieces 3.8cm x 1.9cm | | | | dimple bottle 37 | 0.80dz | 0.20dz | 0.12 | | | | |
| M97 | 0.51 | .. | 0.71 | ring bottle 29 | 2.05dz | 0.512dz | 0.30 | | | | |
| strip dressings | | | | slim diamond 24 | 3.80dz | 0.55dz | 0.55 | | | | |
| 4cm x 1m M271 | 1.45dz | .. | 0.18 | swan dimple 23 | 2.05dz | 0.512dz | 0.30 | | | | |
| 5cm x 1m M305 | 1.58dz | .. | 0.19 1/2 | baby 36 | 0.80dz | 0.20dz | 0.12 | | | | |
| 6cm x 1m M272 | 1.79dz | .. | 0.22 1/2 | twist bottle 27 | 1.36dz | 0.34dz | 0.20 | | | | |
| 6cm x 5m M268 | 8.89dz | .. | 1.11 | unicorn 18 | 6.80dz | 1.70dz | 0.99 | | | | |
| 7.5cm x 1m M273 | 2.07dz | .. | 0.26 | shampoo | | | | | | | |
| polythene dressing pack | | | | beer, egg & lemon, herb, lanolin | | | | | | | |
| M371 | 1.43dz | .. | 0.17 | 32 | 1.05dz | 0.262dz | 0.15 | | | | |
| washable plastic dressings | | | | medicated 20 | 2.50dz | 0.625dz | 0.36 | | | | |
| mini-grip pocket pack | | | | soap guest ovals (6) 31 | 2.50dz | 0.625dz | 0.35 | | | | |
| M296 | 0.89dz | .. | 0.11 | sun tan oil 5 | 1.75dz | 0.437dz | 0.25 | | | | |
| tin assorted M207 | 0.52 | .. | 0.75 | toilet water decanter 26 | 5.10dz | 1.27dz | 0.75 | | | | |
| PTOPRUF (339 CG) | | | | hand cream, lemon, bouquet | 4 | 1.12dz | 0.28dz | 0.16 | | | |
| astic adhesive strapping B.P.C. | | | | | | | | | | | |
| 2.5cm x 5m M205 | 1.78dz | .. | 0.22 | ANESTAN (325 C-A) | | | | | | | |
| 5cm x 5m M205 | 2.86dz | .. | 0.36 | H. F. capsules 8 and 24 | | | | | | | |
| 7.5cm x 5m M205 | 3.82dz | .. | 0.48 | ANGEL FACE (256 CPL) | | | | | | | |
| UNE-MONO (179 BDH) | | | | Pretty Naturals | | | | | | | |
| onovalent influenza vaccine | | | | cream blusher | 3.31dz | 0.83dz | 0.45 | | | | |
| ampoule | | | | lipstick | 2.32dz | 0.58dz | 0.32 | | | | |
| 1 ml 0.70 | | | | make-up mousse | 2.64dz | 0.66dz | 0.36 | | | | |
| multidose vial | | | | ANZORA (325 C-A) | | | | | | | |
| 10 ml 5.83 | | | | entire entry | | | | | | | |
| ION (339 CG) | | | | ASSOCIATED HEALTH FOODS (70 AHF) | | | | | | | |
| ton wool hospital quality | | | | Lin-O-Saf safflower oil | | | | | | | |
| 25 g 0.48dz | .. | .. | 0.06 | 1/2 pt | 1.74dz | .. | 0.19 1/2 | | | | |
| 100 g 1.22dz | .. | .. | 0.15 | 1 pt | 2.96dz | .. | 0.33 | | | | |
| 500 g 4.87dz | .. | .. | 0.60 1/2 | 1 gal | 1.79 | .. | 2.39 | | | | |
| paper wrapped 500 g | 4.56dz | .. | 0.57 | Maizy biscuits plain | | | | | | | |
| OLENE (823 M&R) | | | | or ginger 7 oz | 1.32dz | .. | 0.14 | | | | |
| scented cleansing cream | | | | cheese spread | 2.61 | .. | 0.14 1/2 | | | | |
| 99 g 2.28dz | 0.49dz | 0.35 | | (2 dz) | | .. | | | | | |
| 1 lb 4.80dz | 1.20dz | 0.70 | | corn oil | 1 pt | 2.66dz | 0.29 1/2 | | | | |
| ONAL (29 Alfonal) | | | | 1 qt | 5.15dz | .. | 0.57 | | | | |
| isting entry | | | d | 1 gal | 1.59 | .. | 2.12 | | | | |
| MI (105 BTD) | | | | 1 pt | 2.72dz | .. | 0.30 | | | | |
| ting lotion | 1.535dz | 0.385dz | 0.20 | with alphium | | | | | | | |
| RE PHILIPPE (48 AP) | | | | Snow Queen instant skimmed milk | 1 lb | 5.79 | 0.32 | | | | |
| isting entry | | | d | (2 dz) | | | | | | | |

Specify Wellcome* Insulins

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Berkhamsted, Herts. *Trade Mark

| | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p |
|--------------------------|--------------|------------|---------------|--------------------------------|---------------|------------|---------------|----------------------------------|--------------|------------|---------------|
| country herb bubble bath | | | | CHIRONSEAL (387 DBMP) | | | | lint absorbent B.P.C. | | | |
| 0148 | | | 0.55 | clearseal colostomy bags | | | | 25 g | 0.83dz | .. | 0.10½ |
| talcum powder | | | | 12 x 4in | 10 | 0.41 | | 100 g | 2.71dz | .. | 0.33 |
| 0147 | | | 0.35 | 12 x 5in | 10 | 0.44 | | 500 g | 12.36dz | .. | 1.55 |
| hand and body lotion | | | | 9 x 5in | 10 | 0.44 | | paper wrapped | 15 g | 0.68dz | 0.08½ |
| 0703 | | | 0.17 | 12 x 6in | 10 | 0.60 | | sterile | 15 g | 8.47 | 0.09 |
| 0705 | | | 0.37 | disposable ileo-colostomy bags | | | | (1 gross) | | | |
| 0708 | | | 0.50 | 12 x 4in | 10 | 83.002 | 0.41 | lint, boric acid B.P.C. 1963 | | | |
| Happy Hands | | | | 12 x 5in | 10 | 83.004 | 0.44 | paper wrapped | 25 g | 0.85dz | 0.10½ |
| bath day | | | | 9 x 5in | 10 | 83.006 | 0.44 | 100 g | 2.88dz | .. | 0.36 |
| lemon day | | | | 12 x 6in | 10 | 83.008 | 0.60 | multiple pack dressings | | | |
| lemon bathday | | | | 12 x 8in | 10 | 83.010 | 0.65 | No.1 | 3.24dz | .. | 0.40 |
| pat-on-powder | | | | 12 x 10in | 10 | 83.012 | 0.70 | No.2 | 6.30dz | .. | 0.78 |
| Pot Pourri | | | | reinforced | | | | rigid porous belladonna plasters | | | |
| 0037 | | | 1.30 | 12 x 4in | 10 | 0.44 | | B.P.C. 19cm x 12.5cm | | | |
| soap | | | | 12 x 5in | 10 | 0.50 | | 0.67dz | .. | .. | 0.08 |
| bath ball | | | | 9 x 5in | 10 | 0.55 | | 28cm x 17.5cm | | | |
| eggs (12) | | | | | | | | red flannelette | | | |
| fruit punnets | | | | CODIS (1037 Reckitt) | | | | 19cm x 12.5cm | 0.99dz | .. | 0.12 |
| lemon toilet | | | | tablets | dp 500 | 1.80 | .. | 28cm x 17.5cm | 1.99dz | .. | 0.25 |
| 0612 | | | 0.18 | | | | | rigid zinc oxide plaster B.P.C. | | | |
| soap on a rope | | | | | | | | 1.25cm x 1m | 0.42dz | .. | 0.05 |
| 6136 | | | 0.46 | COLOMYCIN (972 Pharmax) | | | | 2.5 cm x 1m | 0.57dz | .. | 0.07 |
| bath | | | | injection | 500,000 units | | | 1.25cm x 3m | 0.83dz | .. | 0.10½ |
| 0613 | | | 0.29 | | | | | 2.5 cm x 3m | 1.15dz | .. | 0.14½ |
| jumbo on a rope | | | | | | | | 1.25cm x 5m | 1.27dz | .. | 0.16 |
| 0619 | | | 0.60 | | | | | 2.5 cm x 5m | 1.85dz | .. | 0.23 |
| orange toilet | | | | | | | | 5cm x 5m | 3.12dz | .. | 0.39 |
| 0603 | | | 0.18 | | | | | 7.5 cm x 5m | 4.25dz | .. | 0.63 |
| pre-make up | | | | | | | | 1.25cm x 10m | 1.80dz | .. | 0.22½ |
| 0523/0521 | | | 0.17 | | | | | 2.5 cm x 10m | 2.81dz | .. | 0.35 |
| rainbow | | | | | | | | 5cm x 10m | 4.49dz | .. | 0.56 |
| 0649 | | | 0.15 | | | | | 7.5 cm x 10m | 6.34dz | .. | 0.79 |
| seashell guest | | | | COMFORT (325 C-A) | | | | standard wound dressings | | | |
| | | | | entire entry | | | | B.P.C. 1963 | | | |
| sponge | | | | | | | | No.3 small | 0.35dz | .. | 0.04 |
| 0109 | | | 0.50 | | | | | No.4 medium | 0.49dz | .. | 0.06 |
| turtle oil | | | | | | | | triangular bandages B.P.C. | | | |
| 0642 | | | 0.15 | | | | | 90cm x 127cm | 1.42dz | .. | 0.18 |
| toilet | | | | | | | | 95cm x 134cm | 1.55dz | .. | 0.19½ |
| 0643 | | | 0.23 | | | | | white wool felt | | | |
| bath | | | | | | | | 45cm x 90cm | | | |
| 0641 | | | 0.10 | | | | | semi-compressed | | | |
| visitors | | | | | | | | thin 5 mm | 2.25 | | |
| 0713 | | | 0.17 | | | | | medium 7 mm | 2.85 | | |
| 0715 | | | 0.28 | | | | | thick 10 mm | 3.65 | | |
| 0718 | | | 0.40 | | | | | soft thin 5 mm | 1.92 | | |

Safapryn*

brand of enteric-coated acetylsalicylic acid with paracetamol

*Trade Mark

for musculo-skeletal pain

provides
high-dose
aspirin free
from gastric
irritation



Pfizer
PFIZER LIMITED
SANDWICH, KENT
17422

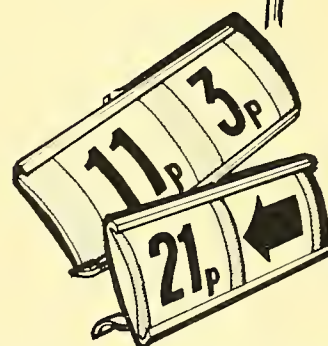
| | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p |
|---|--------------|------------|---------------|----------------------------------|--------------|------------|---------------|-------------------------------|--------------|------------|---------------|
| EXECUTIVE (845 GM) | | | | Hypam fixer | 300 cc | 0.32 | 0.48 | MAWS (810 Maw) | | | |
| shavers | | | | 1 l | 0.68 | 1.02 | | Nursery Products | | | |
| Combina travelling set | .. | .. | 9.20 | hardener | | | | baby bottle and food heater | 1.60 | 0.40 | 2.50 |
| Gemini | 2.59 | 0.63 | 4.10 | 300 cc | 0.21 | 0.31½ | | baby bottle warmer | | | d |
| Ultimate | 6.48 | 1.56 | 10.82 | 20 oz | 0.37 | 0.55½ | | MILO (883 Nestle) | | | |
| Romeo | | | d | 600 cc | 0.16 | 0.24 | | 8 oz | 4.31 | | |
| ERROMYN (218 Calmic) | | | | 2.5 l | 0.27 | 0.40½ | | 16 oz | (2 dz) | 3.73dz | |
| 'S' tablets | | | | 5 l | 0.44 | 0.66 | | | | | |
| with folic acid | | | | IF 23 | 5 l | 0.79 | 1.18½ | | | | |
| existing entry | | | d | Ilfordix | 1 l | 0.25 | 0.37½ | | | | |
| 'S' folic tablets | 100 | 0.34 | 0.51 | 2 l | 0.30 | 0.45 | | Mr FIZZ (183 BOC) | | | |
| 1000 | 3.00 | | | 5 l | 0.50 | 0.75 | | super syrup concentrates | 1.52dz | 0.27dz | 0.19 |
| ORTAGESIC (1599 Winthrop) | | | | 300 cc | 0.24 | 0.36 | | syphon | 1 l | 0.29 | 3.70 |
| tablets | 100 | 1.36 | †s4B | liquid acid hardener | | | | 2 l | 3.68 | 0.41 | 5.35 |
| FROMENT (600 JH) | | | | 2 l | 0.68 | 1.02 | | MODECATE (1176 Squibb) | | | |
| 6½ oz | 0.084 | .. | 0.10½ | 5 l | 1.14 | 1.71 | | ampoules 2 ml | 5 | 9.75 | †s4B |
| 14 oz | 0.16 | .. | 0.20 | Microphen | 600 cc | 0.16 | 0.24 | | | | |
| 28 oz | 0.288 | .. | 0.36 | 2.5 l | 0.33 | 0.49½ | | MORNING PRIDE (312 AC) | | | |
| GANTS (1407 Jaccaz) | | | | 13.5 l | 1.16 | 1.74 | | shave cream brushless | 94 g | | d |
| existing entry | | | d | 600 cc | 0.16 | 0.24 | | | | | |
| GERMOLENE (104 BP) | | | | 2.5 l | 0.35 | 0.52½ | | MOTIVAL (1176 Squibb) | | | |
| medicated plasters | 1.21 dz | .. | 0.13 | 5 l | 0.54 | 0.81 | | tablets | 1000 | 16.10 | †s4B |
| ointment | tube | 1.325dz | 0.335dz | PQ universal developer | | | | | | | |
| GEROVITAL H3 (1251 TTC) | | | | 300 cc | 0.26 | 0.39 | | MUSK OIL (1645 Alyssa Ashley) | | | |
| tablets | 25 | 1.00 | 1.50 † | 1 l | 0.47 | 0.70½ | | ¼ oz | 0.80 | 0.20 | 1.45 |
| vials | 12 x 5 cc | 2.20 | 3.30 | 5 l | 1.50 | 2.25 | | NYSTATIN-DOME (1460 Dome) | | | |
| 25 x 5 cc | 4.40 | .. | 6.60 | lamps, darkroom | | | | ointment | 15 g | 0.40 | TS |
| ROMINA ARGENTINA (1407 Jaccaz) | | | | No. 2 | 3.85 | 5.77½ | | 30 g | 0.75 | TS | |
| hair fixative | tube | 2.54dz | 0.63dz | No. 4 | 9.50 | 14.25 | | OLD SPICE (1131 Shulton) | | | |
| jar | 4.62dz | 1.15dz | 0.68 | No. 7 | 4.15 | 6.22½ | | after-shave lotion | 3712 | 3.45dz | 0.84dz |
| LARVEY'S (139 Bleasdale) | | | d | No. 8 | 4.75 | 7.12½ | | 3710 | 5.04dz | 1.23dz | 0.75 |
| LARVEY'S (577 Harvey) | | | i | Junior | 3.85 | 5.77½ | | 3719 | 3.90dz | 0.95dz | 0.58 |
| (distributors 249 C&JL) | | | | INDOCID (837 MSD) | | | | presentation pack | 3711 | 8.46dz | 2.06dz |
| HEALTHCRAFTS (29 Alfional) | | | d | capsules 25 mg | 30 | | d | after-shave lotion lime | 3502 | 3.45dz | 0.84dz |
| HEALTHCRAFTS (70 AHF) | | | i | JAYCON (1606 Jaycon) | | | | anti-perspirant spray | 3886 | 2.01dz | 0.49dz |
| HEDEX SELTZER (1190 SHP) | | | | JAYCON (1646 Dein) | | | | aerosol | 3850 | 3.06dz | 0.75dz |
| granules | .. | .. | 0.15 | sugar free soft drinks | | | | body talcum | 3741 | 4.32dz | 1.05dz |
| HELENA RUBINSTEIN (596 HR) | | | | lemonade and cola | .. | .. | 0.10 | 3742 | 2.81dz | 0.68dz | 0.42 |
| Bio-coverfluid | 30 g | .. | 0.75 | JAYNOX (1423 Jaynox) | | | | 3573 | 3.02dz | 0.74dz | 0.45 |
| HYDANTAL-SANDOZ (1098 Sandoz) | | | | eye droppers | 0.205 | (10) | | Cologne for men | 3722 | 4.16dz | 1.01dz |
| entire entry | | | d | medicine droppers | 0.205 | (10) | | 3720 | 5.71dz | 1.39dz | 0.85 |
| HYDROSPRAY (837 MSD) | | | | watch spring pessaries | | | | deodorant aerosol | 3876 | 3.31dz | 0.81dz |
| entire entry | | | d | thin No 14-16 | 0.26 | | | 3881 | 2.48dz | 0.60dz | 0.37 |
| ILFORD (645 Ilford) | | | | ex thin No 47 | 0.16 | | | stick | 3880 | 3.31dz | 0.81dz |
| existing entry for paper, chemicals and lamps | | | d | thick No 1-13 | 0.26 | | | lime aerosol | 3527 | 2.48dz | 0.60dz |
| paper Ilfobrom | | | | thick No 14-16 | 0.35 | | | hair cream, jar | 3040 | 2.48dz | 0.60dz |
| single weight | | | | thin No 1-13 | 0.19 | | | tube | 3043 | 2.15dz | 0.52dz |
| 2½ x 3½ | 100 | 0.34 | 0.085 | KERFOOTS (695 TK) | | | | | | | |
| 3½ x 3½ | 100 | 0.45 | 0.115 | pastilles | | | | | | | |
| 3½ x 4½ | 100 | 0.56 | 0.14 | blackcurrant and glycerine 500 g | | | d | | | | |
| 3½ x 5 | 100 | 0.60 | 0.15 | bronchial | 500 g | | d | | | | |
| 3½ x 5½ | 25 | 0.22 | 0.055 | cherry cough | 50g and 500g | | d | | | | |
| 100 | 0.66 | 0.165 | 1.15½ | friars balsam | 50g and 500g | | d | | | | |
| 4¼ x 6½ | 25 | 0.31 | 0.08 | glycerine, lemon and honey 500g | | | d | | | | |
| 100 | 0.98 | 0.245 | 1.71½ | KITEN (1407 Jaccaz) | | | | | | | |
| 6½ x 8½ | 10 | 0.24 | 0.06 | lipstick indelible refill | 3.30dz | 0.82dz | 0.50 | | | | |
| 25 | 0.52 | 0.13 | 0.91 | LAEVODOSIN (218 Calmic) | | | | | | | |
| 100 | 1.69 | 0.425 | 2.96 | ampoules | 10 ml | 0.68 | 1.19 | | | | |
| 8 x 10 | 10 | 0.33 | 0.085 | 10 x 10 ml | 6.36 | .. | 1.13 | | | | |
| 100 | 2.33 | 0.585 | 4.08 | tablets | 250 | 3.70 | 5.55 | | | | |
| 8 x 13 | 100 | 3.12 | 0.78 | LAEVORAL (218 Calmic) | | | | | | | |
| 8½ x 11½ | 100 | 2.91 | 0.73 | liquid | 250 ml | 0.65 | 0.162 | 1.14 | | | |
| 10 x 10 | 100 | 3.01 | 0.755 | LAEVORAL-C (218 Calmic) | | | | | | | |
| 10 x 11 | 100 | 3.29 | 0.825 | liquid | 250 ml | 0.74 | | | | | |
| 10 x 12 | 10 | 0.48 | 0.12 | LAEVOSAN (218 Calmic) | | | | | | | |
| 100 | 3.58 | 0.895 | 6.26½ | concentrate 40% | 5 x 10 ml | 0.41 | | | | | |
| 12 x 15 | 10 | 0.71 | 0.18 | LANVIS (208 BW) | | | | | | | |
| 100 | 5.34 | 1.335 | 9.34½ | tablets | 25 | 4.66 | †s4A | | | | |
| 16 x 20 | 10 | 1.25 | 0.315 | LARODOPA (1074 Roche) | | | | | | | |
| 20 x 24 | 10 | 1.92 | 0.48 | tablets 500 mg | 200 | 6.56 | .. | †s4B | | | |
| double weight | | | | LIVING HAIR (1412 Jackel) | | | | | | | |
| 3½ x 4½ | 100 | 0.65 | 0.165 | protein conditioner | 0.27 | 0.067 | 0.47 | | | | |
| 3½ x 5 | 100 | 0.71 | 0.18 | shampoo 300 cc | 0.335 | 0.084 | 0.58 | | | | |
| 3½ x 5½ | 25 | 0.25 | 0.065 | MACLEANS (105 BTD) | | | | | | | |
| 100 | 0.77 | 0.195 | 1.35 | toothpaste | | | | | | | |
| 4¼ x 6½ | 25 | 0.35 | 0.09 | freshmint and white fluoride | | | | | | | |
| 100 | 1.15 | 0.29 | 2.01½ | standard | 1.19dz | 0.30dz | 0.15½ | | | | |
| 6½ x 8½ | 10 | 0.27 | 0.07 | large | 1.725dz | 0.435dz | 0.22½ | | | | |
| 25 | 0.59 | 0.15 | 1.03½ | economy | 2.335dz | 0.585dz | 0.30½ | | | | |
| 100 | 2.01 | 0.505 | 3.52 | giant | 2.91dz | 0.73dz | 0.38 | | | | |
| 8 x 10 | 10 | 0.37 | 0.095 | MAILLECRIN (1407 Jaccaz) | | | | | | | |
| 100 | 2.75 | 0.69 | 4.81½ | friction gloves | 0.68 | 0.07 | 1.15 | | | | |
| 10 x 11 | 100 | 3.91 | 0.98 | MAILLEPONGE (1407 Jaccaz) | | | | | | | |
| 10 x 12 | 10 | 0.56 | 0.14 | toilet mitts | 0.40 | 0.04 | 0.66 | | | | |
| 100 | 4.26 | 1.065 | 7.45½ | MANDELAMINE (1310 WW) | | | | | | | |
| 12 x 15 | 10 | 0.81 | 0.205 | tablets 0.25 g | 60 | 2.76dz | .. | 0.34½ | | | |
| 100 | 6.34 | 1.585 | 11.09½ | 500 | 16.32dz | .. | 2.03½ | | | | |
| 16 x 20 | 10 | 1.43 | 0.36 | 0.5 g | 30 | 2.58dz | .. | 0.32 | | | |
| 20 x 24 | 10 | 2.19 | 0.55 | 250 | 14.34dz | .. | 1.79 | | | | |
| chemicals | | | | 500 | 27.60dz | .. | 3.45 | | | | |
| Bromophen developer | | | | | | | | | | | |
| 600 cc | 0.16 | .. | 0.24 | | | | | | | | |
| 1 l | 0.30 | .. | 0.45 | | | | | | | | |
| 2.5 l | 0.42 | .. | 0.63 | | | | | | | | |
| 5 l | 0.61 | .. | 0.91½ | | | | | | | | |

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|-------------------------------|--------------|------------|---------------|-------|--------------|------------|---------------|--|--------------|------------|---------------|
| hairdressing aerosol | 3672 | 2.81dz | 0.68dz | 0.42 | | | | | WP121 | .. | 0.49 |
| hair groom | 3938 | 2.48dz | 0.60dz | 0.37 | | | | | WP143 | .. | 0.77 |
| hair tonic | 3941 | 3.90dz | 0.95dz | 0.58 | 5 cm | 1.00dz | | | WP147 | .. | 0.37 |
| pre-electric shave | 3611 | 4.16dz | 1.01dz | 0.62 | 7.5 cm | 1.45dz | | | WP148 | .. | 0.55 |
| roll-on | 3640 | 4.16dz | 1.01dz | 0.62 | 10 cm | 1.85dz | | | WP170 | .. | 0.25 |
| shampoo for men | 3950 | 4.09dz | 1.00dz | 0.61 | 15 cm | 2.75dz | | | | | |
| shave mug | 3700 | 5.37dz | 1.31dz | 0.80 | | | | | | | |
| refill | 3701 | 2.92dz | 0.71dz | 0.44 | | | | | | | |
| shaving bowl | 3709 | 3.96dz | 1.097dz | 0.59 | | | | | | | |
| shaving cream lather | | | | | | | | | | | |
| | 3820 | 2.92dz | 0.71dz | 0.44 | | | | | | | |
| | 3822 | 1.67dz | 0.41dz | 0.25 | | | | | | | |
| brushless | 3830 | 2.92dz | 0.71dz | 0.44 | | | | | | | |
| | 3832 | 1.67dz | 0.41dz | 0.25 | | | | | | | |
| shaving stick | 3890 | 3.06dz | 0.75dz | 0.46 | | | | | | | |
| refill | 3891 | 2.01dz | 0.49dz | 0.30 | | | | | | | |
| smooth shave | 3690 | 3.02dz | 0.74dz | 0.45 | | | | | | | |
| soap | 3792 | 1.83dz | 0.45dz | 0.26 | | | | | | | |
| Burley | | | | | | | | | | | |
| after shave lotion | | | | | | | | | | | |
| | 3114 | 4.41dz | 1.07dz | 0.66 | | | | | | | |
| | 3110 | 6.15dz | 1.50dz | 0.92 | | | | | | | |
| travel pack | 3119 | 4.81dz | 1.17dz | 0.72 | | | | | | | |
| Cologne | 3124 | 5.37dz | 1.13dz | 0.80 | | | | | | | |
| | 3120 | 7.92dz | 1.93dz | 1.18 | | | | | | | |
| deodorant aerosol | | | | | | | | | | | |
| | 3151 | 3.06dz | 0.75dz | 0.46 | | | | | | | |
| stick | 3148 | 4.03dz | 0.98dz | 0.60 | | | | | | | |
| hairdressing aerosol | | | | | | | | | | | |
| | 4172 | 3.76dz | 0.92dz | 0.56 | | | | | | | |
| hair cream | 3139 | 3.20dz | 0.78dz | 0.48 | | | | | | | |
| smooth shave | 3154 | 3.76dz | 0.92dz | 0.56 | | | | | | | |
| talcum | 3141 | 3.90dz | 0.95dz | 0.58 | | | | | | | |
| | 3140 | 5.71dz | 1.39dz | 0.85 | | | | | | | |
| ORIENTAL SPICE (1131 Shulton) | | | | | | | | | | | |
| after shave and shower | | | | | | | | | | | |
| | 6229 | 3.02dz | 0.74dz | 0.45 | | | | | | | |
| | 6227 | 9.04dz | 2.20dz | 1.35 | | | | | | | |
| | 6228 | 13.10dz | 3.19dz | 1.95 | | | | | | | |
| dragonhead | .. | 9.40dz | 2.29dz | 1.40 | | | | | | | |
| deodorant aerosol | .. | 5.08dz | 1.24dz | 0.76 | | | | | | | |
| soap | 6232 | 5.37dz | 1.31dz | 0.80 | | | | | | | |
| talcum | 6234 | 4.32dz | 1.05dz | 0.65 | | | | | | | |
| | 6233 | 6.02dz | 1.47dz | 0.90 | | | | | | | |
| OTALGAN (1259 Unichem) | | | | | | | | | | | |
| entire entry | | | | d | | | | | | | |
| OWBRIDGES (917 Organon) | | | | | | | | | | | |
| cough syrup | 57 ml | 1.524dz | 0.381dz | 0.20 | | | | | | | |
| | 100 ml | 2.292dz | 0.573dz | 0.30 | | | | | | | |
| OXYNHALER (183 BOC) | | | | | | | | | | | |
| packet inhaler complete | | 3.75 | .. | 5.00 | | | | | | | |
| bulbs | (5) | 1.13 | .. | 1.50 | | | | | | | |
| PAEDO-SED (972 Pharmax) | | | | | | | | | | | |
| children's sedative | | | | | | | | | | | |
| sachets | 12 x 5 ml | 2.07dz | 0.52dz | 0.28 | †s4B | | | | | | |
| bottle | 100 ml | 2.37dz | 0.60dz | 0.32 | †s4B | | | | | | |
| | 500 ml | 0.68 | .. | 0.91 | †s4B | | | | | | |
| PHENSIC (104 BP) | | | | | | | | | | | |
| tablets | slide 20 | 1.325dz | 0.335dz | 0.17 | | | | | | | |
| PHYTEIA (1251 TTC) | | | | | | | | | | | |
| rheumatism ointment | | | | | | | | | | | |
| | 50 g | 0.26 | .. | 0.39 | | | | | | | |
| PROCTOSEDYL (1087 Roussel) | | | | | | | | | | | |
| ointment | 15 g | 0.55 | 0.138 | TS | | | | | | | |
| | 30 g | 1.05 | 0.262 | TS | | | | | | | |
| suppositories | 12 | 0.48 | 0.12 | TS | | | | | | | |
| PRODERMIDE (695 TK) | | | | | | | | | | | |
| solid | | 0.20 | 0.05 | 0.35 | | | | | | | |
| PROTEI-NAIL (1412 Jackel) | | | | | | | | | | | |
| tube | 1½ oz | 0.295 | 0.074 | 0.52 | | | | | | | |
| bottle | 3½ oz | 0.48 | 0.12 | 0.84 | | | | | | | |
| PROTEISET (1412 Jackel) | | | | | | | | | | | |
| styling lotion | 135 g | 0.235 | 0.059 | 0.41 | | | | | | | |
| | 240 g | 0.335 | 0.084 | 0.58 | | | | | | | |
| RAINETTE (331 C of C) | | | | | | | | | | | |
| hair lacquer aerosol | 8 oz | 2.00dz | 0.46dz | 0.29 | | | | | | | |
| | 16 oz | 2.69dz | 0.66dz | 0.39 | | | | | | | |
| refill bottles | 55 cc | 0.64dz | 0.16dz | 0.09 | | | | | | | |
| sachet | 30 cc | 0.54dz | 0.13dz | 0.07 | | | | | | | |
| 33 cc and 60 cc refills | | | | d | | | | | | | |
| REDUCINE (1410 Reducine) | | | | | | | | | | | |
| (distributors 249 C & J L) | | | | i | | | | | | | |
| REGENERANS (1251 TTC) | | | | | | | | | | | |
| drops | 20 ml | 0.26 | .. | 0.39 | | | | | | | |
| RETIN-A (922 Ortho) | | | | | | | | | | | |
| acne treatment | 30 ml | 0.98 | 0.25 | 1.71½ | | | | | | | |
| RONSON (1079 Ronson) | | | | | | | | | | | |
| Family hairstyler | .. | .. | .. | 7.97 | | | | | | | |
| ROTER (444 FAIR) | | | | | | | | | | | |
| tablets | 20 | 0.18 | 0.045 | 0.29 | | | | | | | |
| | 500 | 3.50 | | | | | | | | | |
| packs of 360 and 720 | | | | d | | | | | | | |
| RUBIS POMPADOUR (1407 Jaccaz) | | | | | | | | | | | |
| nail-polishing stones | 3.30dz | | 0.82dz | 0.50 | | | | | | | |
| RUPERT BEAR (189 BT) | | | | | | | | | | | |
| facial tissues | .. | .. | .. | 0.14 | | | | | | | |
| SANICREPE (339 CG) | | | | | | | | | | | |
| cotton stretch bandage | | | | | | | | | | | |
| | 5 cm | 1.00dz | | | | | | | | | |
| | 7.5 cm | 1.45dz | | | | | | | | | |
| | 10 cm | 1.85dz | | | | | | | | | |
| | 15 cm | 2.75dz | | | | | | | | | |
| SAVENTRINE (972 Pharmax) | | | | | | | | | | | |
| tablets 30 mg | 30 | 5.64dz | .. | -0.63 | † | | | | | | |
| | 250 | 43.59dz | .. | 4.84 | † | | | | | | |
| SAVLON (649 ICI) | | | | | | | | | | | |
| babycare | | | | | | | | | | | |
| cream | 100 g | 2.88dz | .. | 0.35 | | | | | | | |
| SEBADAC (772 Lon) | | | | | | | | | | | |
| acne treatment pack | | 16.80dz | 4.20dz | 2.60 | | | | | | | |
| SECONAL (413 Lilly) | | | | | | | | | | | |
| sodium Enseals | 100 mg | 100 | | d | | | | | | | |
| SILVIKRIN (105 BTD) | | | | | | | | | | | |
| hair cream | standard | 1.15dz | 0.29dz | 0.15 | | | | | | | |
| | large | 1.685dz | 0.425dz | 0.22 | | | | | | | |
| hair dressing | | 1.685dz | 0.425dz | 0.22 | | | | | | | |
| hair spray | regular | 1.915dz | 0.48dz | 0.25 | | | | | | | |
| | economy | 2.68dz | 0.67dz | 0.35 | | | | | | | |
| pure | | 4.83dz | 1.21dz | 0.63 | | | | | | | |
| shampoos | | | | | | | | | | | |
| alpine herb, lemon and | | | | | | | | | | | |
| lime, almond cream, | | | | | | | | | | | |
| egg protein | sachet | 0.27dz | 0.07dz | 0.03½ | | | | | | | |
| | standard | 0.995dz | 0.25dz | 0.13 | | | | | | | |
| | economy | 1.455dz | 0.365dz | 0.19 | | | | | | | |
| SINTISONE (227 Erba) | | | | | | | | | | | |
| cream | 15 g | 0.41 | 0.10 | 0.72 | | | | | | | |
| SINTISONE-C (227 Erba) | | | | | | | | | | | |
| cream | 15 g | 0.51 | 0.13 | 0.89 | | | | | | | |
| SOFTEXE (339 CG) | | | | | | | | | | | |
| household wool | | | | | | | | | | | |
| pleated | small | 0.80dz | .. | 0.09 | | | | | | | |
| | medium | 1.43dz | .. | 0.16 | | | | | | | |
| | large | 2.15dz | .. | 0.24 | | | | | | | |
| roll | | | | | | | | | | | |
| SPARKLETS (183 BOC) | | | | | | | | | | | |
| existing entry | | | | d | | | | | | | |
| SPARKLETS (183 BOC) | | | | | | | | | | | |
| beertap | | 2.03 | 0.23 | 2.95 | | | | | | | |
| trio set | | 3.03 | 0.34 | 4.40 | | | | | | | |
| barrel and tray | | 1.00 | 0.11 | 1.45 | | | | | | | |
| tray | | 1.03 | 0.12 | 0.25 | | | | | | | |
| | (½ dz) | | (½ dz) | | | | | | | | |
| bulbs | | | | | | | | | | | |
| 'C' | 10 | 4.36dz | 0.78dz | 0.55 | | | | | | | |
| 'J' | 6 | 2.25 | .. | 3.00 | | | | | | | |
| concentrates | | 2.24dz | 0.40dz | 0.28 | | | | | | | |
| Corkmaster | | 1.04 | 0.12 | 1.50 | | | | | | | |
| home brew kit | | | | | | | | | | | |
| beers | | 8.92dz | .. | 0.99 | | | | | | | |
| wines | | 8.92dz | .. | 0.99 | | | | | | | |
| ice bowl | 1.21 | 2.73 | 0.31 | 4.40 | | | | | | | |
| | 21 | 3.91 | 0.44 | 6.30 | | | | | | | |
| de luxe | 1.21 | 3.04 | 0.34 | 4.90 | | | | | | | |
| syphons | | | | | | | | | | | |
| Ambassador | | 6.14 | 0.69 | 9.90 | | | | | | | |
| Aquarius | | 3.53 | 0.40 | 5.10 | | | | | | | |
| Executive | | 4.50 | 0.51 | 6.50 | | | | | | | |
| Globemaster | | 5.19 | 0.58 | 7.50 | | | | | | | |
| Hostmaster | | 3.53 | 0.40 | 5.10 | | | | | | | |
| drip tray | | 0.17 | .. | 0.23½ | | | | | | | |
| vacuum jugs | | 1.19 | 0.13 | 1.95 | | | | | | | |
| SPARKLOID (183 BOC) | | | | | | | | | | | |
| tablets | | 0.12 | 0.04 | 0.20 | | | | | | | |
| STA-BLOND (1113 S & B) | | | | | | | | | | | |
| bottle 120 cc | | 2.20dz | 0.55dz | 0.29 | | | | | | | |
| 80 cc | | | | d | | | | | | | |
| STOMAHESIVE (1176 Squibb) | | | | | | | | | | | |
| plasters 10 cm x 10 cm | | | | | | | | | | | |
| | 5 | 2.45 | | | | | | | | | |
| existing entry for plasters | | | </ | | | | | | | | |

ing

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THIS WEEK'S CHANGES

| | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p | | Trade £.p | Tax £.p | Retail £.p |
|-----------------------|--------------|------------|---------------|--------------------------------|--------------|------------|---------------|------------------------------|--------------|------------|---------------|
| 335 Wigglesworth) | | | | ELINSTAR (775 Longdon) | | | | Nitchevo | | | |
| ent jar | 1.21dz | 0.30dz | 0.18 †a | surgical hosiery | | | | eau parfume 50 cc | .. | .. | 2.10 |
| US (301 Coty) | | | | seamless fine thread | | | | 100 cc | .. | .. | 3.40 |
| toilette atomiser | 1.26 | 0.315 | 2.25 i | anklets pr | 0.90 | | | aerosol 90 cc | .. | .. | 4.00 |
| g cream 112 g | 0.56 | 0.14 | 1.00 | kneecaps pr | 0.90 | | | extrait 7 cc | .. | .. | 4.00 |
| ! (1335 Wigglesworth) | | | | leggings pr | 0.90 | | | 14 cc | .. | .. | 6.25 |
| 50 g | 1.65dz | 0.41dz | 0.24 a | stockings | | | | parfum de toilette | | | |
| 50 g | 1.05dz | .. | 0.13 †a | above knee pr | 2.30 | | | 50 cc | .. | .. | 3.00 |
| 15 | 1.06dz | 0.265dz | 0.15 † | below knee pr | 1.46 | | | 100 cc | .. | .. | 4.50 |
| 40 | 1.76dz | 0.44dz | 0.25 † | thigh length | 3.10 | | | atomiser 100 cc | .. | .. | 4.75 |
| 972 Pharmax) | | | | extra long | 3.38 | | | 9 cc | .. | .. | 2.00 |
| sitories adult | | | | seamless stout thread | | | | soap 100 g | .. | .. | 1.10 |
| diatric dp 60 | 0.78 | .. | 1.04 c | anklets pr | 0.90 | | | KASEMOL (269 Cleaver) | | | |
| dp 60 | 0.59 | .. | 0.79 | kneecaps pr | 0.90 | | | ointment 1½ oz | | | d |
| AL (1023 Radiol) | | | | leggings pr | 0.90 | | | K. B. (1335 Wigglesworth) | | | |
| 60 | 0.46 | .. | 0.69 • | stockings | | | | backache pills 60 | 1.30dz | 0.325dz | 0.19 a |
| YL (68 Astra) | | | | above knee pr | 2.30 | | | KOTEX (702 KC) | | | |
| 500 | 7.00 | .. | • | below knee pr | 1.46 | | | sanitary towels | | | |
| 1.60 | | | c | thigh length pr | 2.88 | | | size 0 pack of 10 | | | d |
| L (1335 Wigglesworth) | | | | extra long pr | 3.16 | | | size 1 pack of 5 | | | d |
| 1.09dz | 0.27dz | 0.16 a | | EMOFORM (1335 Wigglesworth) | | | | size 1 pack of 12 | | | d |
| 335 Wigglesworth) | | | | mouth bath 230 ml | 2.97dz | 0.74dz | 0.43 a | size 2 pack of 12 | | | d |
| oot bronchials 35 | 0.88dz | 0.22dz | 0.13 a | ENERJOIDS (1335 Wigglesworth) | | | | LARODOPA (1074 Roche) | | | |
| 70 | 1.38dz | 0.345dz | 0.20 | 120 1.64dz | .. | .. | 0.21 a | tablets 500 mg 200 | 5.90 | | †s4Br |
| EN (972 Pharmax) | | | | EQUATONE (301 Coty) | | | | LASTESTAR (775 Longdon) | | | |
| ent 500 g | 1.03 | .. | 1.38 i | duobase moisturizer | 2.10 | 0.525 | 3.75 • | existing entry | | | d |
| (824 MCP) | | | | duocrema 56 g | 2.66 | 0.665 | 4.75 i | LASTESTAR (775 Longdon) | | | |
| h phenobarbitone | | | d | 96 g | 4.48 | 1.12 | 8.00 | standard elastic yarn | | | i |
| 50 | | | d | eye wrinkle stick | 0.98 | 0.245 | 1.75 | anklets pr | 1.36 | | |
| C (1221 Windsor) | | | | self-timing mask | 1.344 | 0.336 | 2.40 | kneecaps pr | 1.36 | | |
| 2.70dz | 0.66dz | 0.40 a | | EXAMOL (1335 Wigglesworth) | | | | stockings | | | |
| 1.80dz | .. | 0.23 | | jar 1.21dz | 0.30dz | 0.18 a | | above knee pr | 2.54 | | |
| 1.55dz | 0.38dz | 0.23 | | GLINTEEL (1335 Wigglesworth) | | | | below knee pr | 2.08 | | |
| 1.01dz | 0.25dz | 0.15 | | lotion 0.99dz | 0.25dz | 0.15 a | | thigh length for women | | | |
| FLOWER (1131 Shulton) | | | | pastilles 1.05dz | .. | .. | 0.13 | extra long pr | 2.62 | | |
| ned Cologne | 5.37dz | 1.31dz | 0.80 c | shampoo 1.10dz | 0.275dz | 0.16 | | thigh length for men | | | |
| n powder | 2.19dz | 0.53dz | 0.33 | GLYCOLOGNE (1335 Wigglesworth) | | | | with suspenders | | | |
| L (1377 R&A) | | | | hand jelly 1.00dz | 0.25dz | 0.15 a | | pr | 2.76 | | |
| have lotion 2 oz | 0.39 | 0.10 | 0.75 r | GO TROPIC (1335 Wigglesworth) | | | | extra long pr | 3.10 | | |
| 4 oz | 0.68 | 0.17 | 1.30 | suntan oil 80 cc | 1.50dz | 0.375dz | 0.22 a | LEMKEM (1335 Wigglesworth) | | | |
| 8 oz | 1.30 | 0.225 | 2.50 | GOULDS (1335 Wigglesworth) | | | | hot lemon drink | | | |
| port Cologne 8 oz | 1.56 | 0.39 | 3.00 | gripe mixture 4 oz | 1.04dz | 0.26dz | 0.15 a | sachets (6) | 1.50dz | 0.375dz | 0.22 a |
| ne for men 2 oz | 0.57 | 0.14 | 1.10 | HEXA-MANDELATE (1166 Southon) | | | | LITENET (775 Longdon) | | | |
| 4 oz | 0.96 | 0.24 | 1.85 | 300 ml 4.20dz | .. | .. | 0.52 r | existing entry | | | d |
| 8 oz | 1.72 | 0.43 | 3.30 | 21 1.50 | .. | .. | 2.25 | LITENET (775 Longdon) | | | |
| rant aerosol | 0.39 | 0.10 | 0.75 | INFLUVAC-MONO (1539 Duphar) | | | | standard elastic net | | | i |
| ream | 0.29 | 0.07 | 0.55 | A England vial 10 ml | 5.00 | | | anklets pr | 1.22 | | |
| ave lotion 2 oz | 0.39 | 0.10 | 0.75 | INHALEX (1335 Wigglesworth) | | | | kneecaps pr | 1.00 | | |
| 4 oz | 0.68 | 0.17 | 1.30 | capsules 12 | 1.14dz | 0.285dz | 0.17 a | stockings | | | |
| g foam aerosol | 0.42 | 0.105 | 0.80 | ephedrine nasal oil 4 dr | 0.97dz | 0.24dz | 0.14 | below knee pr | 1.56 | | |
| g lather tube | 0.26 | 0.065 | 0.50 | nasal solution | | | | thigh length for women | | | |
| ers dental cream | 0.23 | 0.06 | 0.45 | 4 dr | 0.97dz | 0.24dz | 0.14 | pr | 2.00 | | |
| 1) | 0.20 | 0.05 | 0.38 | JUVENA (1487 Juvena) | | | | thigh length for men | | | |
| or men | 0.29 | 0.07 | 0.55 | beauty mask 20 cc | .. | .. | 1.25 i | with suspenders | | | |
| D (972 Pharmax) | | | | creme de jour 38 g | .. | .. | 1.00 | pr | 2.16 | | |
| s 50 | 4.08dz | .. | 0.51 †s4Bi | day cream 50 cc | .. | .. | 1.25 | lightweight elastic net | | | |
| AR (775 Longdon) | | | | deodorant spray 4 oz | .. | .. | 1.25 | stockings | | | |
| g entry | 1.62 | .. | 2.43 †s4B | essential skin cream | | | | below knee pr | 1.56 | | |
| | | | d | 50 cc | .. | .. | 2.35 | thigh length for women | | | |
| | | | | 20 cc | .. | .. | 1.40 a | pr | 2.00 | | |
| | | | | 40 cc | .. | .. | 1.50 i | thigh length for men | | | |
| | | | | hand and body lotion | | | | with suspenders | | | |
| | | | | 125 cc | .. | .. | 0.90 | pr | 2.16 | | |
| | | | | Juvenance | | | | McKINTOL (1335 Wigglesworth) | | | |
| | | | | hand mask 55 cc | .. | .. | 2.35 c | dandruff lotion 110 ml | 1.58dz | 0.395dz | 0.23 a |
| | | | | silky cleanser 100 cc | .. | .. | 2.00 i | MEDI-SACHE (972 Pharmax) | | | |
| | | | | skin freshener spray | | | | 25 ml sachets 250 | 2.50 | .. | 3.75 i |
| | | | | 300 cc | .. | .. | 2.50 | | | | |
| | | | | Juvenia soap 100 g | .. | .. | 0.75 | | | | |
| | | | | loose face powder | | | | | | | |
| | | | | compact white refill | .. | .. | 0.35 | | | | |

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|--------------------------------|--------------|------------|---------------|--------------------------------------|--------------|------------|---------------|---|--------------------------|------------|---------------|
| MIA (839 Mia) | | | | READSON DUO-RAY (1448 FWR) | | | | STANOXYL (311C) | | | |
| blush tint | 0.344 | 0.084 | 0.60 a | infra red and radiant heat apparatus | | | | STANNOXYL (311C) | | | |
| concealer cream | 0.344 | 0.084 | 0.60 | adjustable floor stand | 400 | .. | 18.90 | STYX (1523 Rallet) | 0.539 | 0.135 | 0.95 |
| cool gel cleanser | 0.344 | 0.084 | 0.60 | | 401 | .. | 17.85 | pulse perfume | 150 ml | 0.25 | 0.37 |
| skin conditioner | 0.344 | 0.084 | 0.60 | | 402 | .. | 17.70 | SUDAFED (218 Calmic) | 100 | 0.64 | 0.96 |
| toning cleansing | 0.344 | 0.084 | 0.60 | | 412 | .. | 21.50 | elixir | | | |
| eye tints | 0.258 | 0.063 | 0.45 | collapsible stand | 413 | .. | 20.45 | tablets | | | |
| pearly | 0.258 | 0.063 | 0.45 | | 414 | .. | 20.30 | SUSIES (1335 Wigglesworth) | 1.23dz | .. | 0.15 |
| face shaper | 0.344 | 0.084 | 0.60 | mobile floor stand | 420 | .. | 21.50 | perfect cleaner | | | |
| foundation nature tint | 0.344 | 0.084 | 0.60 | | 421 | .. | 20.45 | SWAVE (775 Longdon) | 1.60 | | |
| lipstick | 0.287 | 0.07 | 0.50 | | 422 | .. | 20.30 | lightweight elastic yarn | | | |
| mascara automatic roll-on | 0.287 | 0.07 | 0.50 | emitters | | | | thigh stockings | | | |
| pressed powder | 0.287 | 0.07 | 0.50 | infra red | 508 | .. | 1.58 | SYLVA (339 CG) | | | |
| | | | | radiant heat | 506 | .. | 1.43 | sanitary towels | | | |
| | | | | irradiator ultra vitalux | .. | .. | 5.55 | 10 popular | 1.29dz | .. | 0.13 |
| MONIL (858 Monil) | | | d | | | | | 10 size 3 | 1.92dz | .. | 0.20 |
| | | | | R. V. T. (1335 Wigglesworth) | 230 ml | 1.79dz | 0.45dz | 10 maternity | 2.20dz | .. | 0.23 |
| MONIL (861 MPC) | | | i | tonic elixir | .. | .. | 0.26 †a | existing entry for maternity and size 3 | | | |
| hair colour | 0.145 | 0.035 | 0.30 | | | | | TUSSOBRON (1335 Wigglesworth) | | | |
| | | | | SACSOL (1335 Wigglesworth) | 200 | 1.07dz | 0.13 a | pastilles | 30 | 1.05dz | 0.13 |
| NYSTAVESCENT (1176 Squibb) | | | TS• | tablets | | | | syrup | 56 ml | 1.32dz | 0.16 |
| pepperies | 15 | 0.48 | TS | ST. FRANCIS (1335 Wigglesworth) | | | | 114 ml | 2.03dz | .. | 0.26 |
| | 100 | 3.04 | | cat and dog products | | | | ULCANON (1335 Wigglesworth) | | | |
| OPAS (1335 Wigglesworth) | | | | antiseptic ear drops | 1.58dz | 0.395dz | 0.23 a | Gelets | 1.16dz | 0.29dz | 0.17 |
| powder | 2 oz | 0.64dz | 0.16dz | antiseptic ointment | 1.20dz | .. | 0.15 | head lotion | 1.05dz | 0.26dz | 0.15 |
| | 4 oz | 1.09dz | 0.27dz | Brush-off aerosol | 2.90dz | .. | 0.36 | VANEXANE (1335 Wigglesworth) | 56 ml | 1.00dz | 0.25dz |
| | 8 oz | 1.73dz | 0.43dz | diarrhoea tablets | 1.32dz | 0.33dz | 0.19 | VASOGEN (972 Pharmax) | 500 g | 1.32 | 1.76 |
| tablets | 33 | 0.80dz | 0.20dz | indigestion tablets | 1.32dz | 0.33dz | 0.19 | silicone | 500 g | 1.32 | 1.76 |
| | 66 | 1.31dz | 0.33dz | laxative tablets | 1.32dz | 0.33dz | 0.19 | VESAGEX (1335 Wigglesworth) | antiseptic ointment 60 g | 2.11dz | 0.26 |
| | 99 | 1.90dz | 0.475dz | liquid shampoo | 1.32dz | 0.33dz | 0.19 | antiseptic ointment 500 g | 0.74 | .. | 1.11 |
| roll | (12) | 1.34 | 0.335 | pain relief tablets | 1.20dz | .. | 0.15 | WATERSPRITE (1160 Solport) | | | |
| | (3 dz) | (3 dz) | 0.07 | roundworm tablets | 1.20dz | .. | 0.15 | face cloths | 1508 | 3.12 | 0.35 |
| OPTICORTON (263 CIBA) | | | d | sedative tablets | 1.32dz | 0.33dz | 0.19 | (1½ dz) | (1½ dz) | (1½ dz) | 0.25 |
| OPTICORTEN (263 CIBA) | | | i | tapeworm tablets | | | | 1506 | 1.60 | 0.18 | 0.26 |
| PANADEINE CO (1599 Winthrop) | | | | (cats and puppies) | 1.32dz | 0.33dz | 0.19 | (10) | (10) | (10) | 0.26 |
| tablets | 24 | 2.495dz | 0.625dz | (dogs) | 1.98dz | .. | 0.24 | | | | |
| | | | 0.36 †DDI• | tonic/condition tablets | 1.32dz | 0.33dz | 0.19 | | | | |
| PANALEVE (1335 Wigglesworth) | | | | (cats or dogs) | | | | | | | |
| elixir | 56 ml | 1.57dz | .. | SCORVITE (1335 Wigglesworth) | | | | | | | |
| tablets | 25 | 1.07dz | .. | tablets | 14 | 1.60dz | 0.20 a | | | | |
| | 50 | 1.87dz | .. | SEPICHLOR (1335 Wigglesworth) | | | | | | | |
| | 100 | 3.03dz | .. | lozenges | 20 | 1.09dz | 0.14 a | | | | |
| Pancreatin (1335 Wigglesworth) | | | | SILVERSTAR (775 Longdon) | | | i | | | | |
| granules | 226 g | 24.00dz | .. | standard elastic yarn | | | | | | | |
| PARA HYPON (218 Calmic) | | | | circular knit | | | | | | | |
| tablets | 10 | 0.08 | 0.02 | anklets | pr | 0.97 | | | | | |
| | dp 100 | 0.68 | 0.14 †DDI | kneecaps | pr | 0.97 | | | | | |
| PEDRIAN (1335 Wigglesworth) | | | | stockings | | | | | | | |
| foot salve | 1.09dz | 0.27dz | 0.16 a | below knee | pr | 1.53 | | | | | |
| PYLURA (972 Pharmax) | | | | thigh length for women | pr | 1.77 | | | | | |
| suppositories | 12 | 2.73dz | 0.38½†c | thigh length for men | | | | | | | |
| RAPID (1335 Wigglesworth) | | | | with suspenders | pr | 1.90 | | | | | |
| energy tablets | 30 | 1.34dz | .. | SLIM MAID (1335 Wigglesworth) | | | | | | | |
| READSON DUO-RAY (1448 FWR) | | | | tablets | 50 | 2.10dz | 0.26 a | | | | |
| existing entry | | | d | | | | | | | | |

AMENDMENTS TO KEY TO SUPPLIERS

| | | | |
|------|-------|---|--|
| 409 | EH | = | Edwards Harlene Ltd, Ashetree Works, Kingston Road, Leatherhead, Surrey. Leatherhead 76151 |
| 823 | M & R | = | McKesson & Robbins Ltd, Haine Industrial Estate, Ramsgate, Kent, Thanet 54661 |
| 845 | GM | = | Gordon Miller Ltd, 10 Stafford Road, Wallington, Surrey. 01-669 1308 |
| 878 | Napp | = | Napp Laboratories Ltd, Hill Farm Avenue, Leavesden, North Watford, Herts. Garston 75255 |
| 1448 | FWR | = | F. W. Read & Sons Ltd, 6 Clerkenwell Road, London E.C.1. 01-251 0395 |

PRICES STANDSTILL

The prices given in this supplement, so far as we can ascertain, were in operation before the "price freeze".

Promotions

Coty Winter offers

From early January 1973 Coty are offering a 200g size of L'Aimant talc for £0.55; a 3oz eau de Cologne presented in a counter merchandiser for £0.75; a Styx flacon mist twice the size of the normal one for £0.95 and Air Spun Avocado Creme Moisturiser for £0.75 (Coty Ltd, Coty House, 3 Stratford Place, London W1N 9AE).

Fingernail selector aid

Eylure have launched a Simple Nail Style and Selection Unit which enables women to select the most suitable style of Eylure false nails before purchase. These nail selectors form part of the display for the Eylure range (Eylure Ltd, Grange Industrial Estate, Cwmbran, Monmouthshire NP4 2XR).

New Year offers

From January 1, and for a limited period only, Shulton are offering a free Oriental Spice man talc traveller pack with each purchase of after shave and shower, 70cc

size. Shulton are also offering Desert Flower hand and body lotion in a special offer size of 455cc for 65p. And the 100g size of Desert Flower talc will be available at the special offer price of 32p, again for a limited period only (Shulton (GB) Ltd, 100 Brompton Road, London SW3).

Special Almay sizes

From January 1973 Almay Cosmetics are offering large sizes of selected items in their range at no extra cost. These packs are: 8oz Skin tonic £0.65), 8oz gentle skin

toner (£0.75), 8oz cream cleanser (£0.85) and 4oz extra creamy cleanser (£0.80). And for those who like to buy smaller sizes for travelling or simply to try out, Almay are introducing three combination packs for the three skin types: Standard skin tonic with 1oz jars of cream cleanser and moisture cream (£0.90); standard gentle skin toner with 1oz jars of extra creamy cleanser and extra moisture guard (£1.00); and standard astringent lotion with standard tube of Fluffy facial cleanser (£0.80). They will be available for a limited period only (Almay Cosmetics Ltd, 9a New Bond Street, London W1).



Mr Brian Stroh, left, of B. I. Stroh Ltd, London, N.19 is seen receiving a cheque for £50 from Miss Optrex. He is one of five winners in the recent Optrex competition.

YARDLEY PRIZE WINNERS

The 25 winners in our recent "How much do you know about perfume?" competition (featured in Beauty Business, October 28) came from all parts of the United Kingdom, only two being from the London area. And in four instances the winner was the pharmacist himself—proving that beauty is something a pharmacist can be interested in! Entrants were asked to answer six questions, plus a tie-line, and had the chance of winning 25 cut-glass decanters offered by Yardley, filled with their well known Old Lavender perfume (a picture of one of the decanters can be seen on page 883). The response to this competition exceeded expectations and, because of this, Yardley decided to offer larger decanters. The list of winners is given below. They have all been notified by post and will be receiving their prizes shortly.

V. Wade

W. A. Shephard Ltd
4 Greyhound Road
London, W.6.

Mrs Aitchinson

Johnston & Adams Ltd
46 Lochee Road
Dundee

Mrs P. Grimes

W. Jamieson (Chemists) Ltd
292-294 Handsworth Road
Sheffield 13

Anne Murphy

Brady's Chemist
The Diamond
Donegal Town

Co Donegal

P. J. Steele

Pars & Co
2 Poole Hill
Bournemouth

J. Hunt

J. Bushby (Wheathampstead) Ltd
2 High Street
Wheathampstead
Hertfordshire

Miss S. Miller

L. Booth MPS
341A Beverley Road
Hull

J. R. Hicks MPS,

57 Stapleton Road
Bristol 5

I. Burrage

P. Burrage MPS
54A Bulwer Road
New Barnet

John B. Harrison

John B. Harrison (Chemists) Ltd
52 Claypit Lane
Rawmarsh
Rotherham

Mrs P. Berman

Berman (Chemists) Ltd
Wigston
Lancs

Wm. E. Thom Esq

The Kimmage Pharmacy
151 Lr. Kimmage Road
Dublin 6

Mrs A. Gray

T. R. Milburn Ltd

231 Jesmond Road
Newcastle on Tyne

Miss W. Cooper

C. Brower MPS
The Valley Pharmacy
96 Valley Road
Portslade
Brighton

M. M. Walker

D. Gilmore & Son
5 Chalmers Street
Dunfermline

G. M. Pickering

W. Pickering
202 Bradford Road
Castle Bromwich
Birmingham 36

M. Evans

DH Tune
348 Oldham Road
Ashton under Lyne
Lancs

Miss S. Ryder

T. S. Groundwater Ltd
64 Gowthorpe
Selby

Miss B. Nicholas

Roy Hunt MPS
The Pharmacy
Church Village
Pontypridd
Glamorgan

J. A. Woodland

H. C. Robinson MPS
139 Bath Road
Cheltenham

W. A. Thomas MPS

"Woodlands"
57 Camden Road
Brecon
S. Wales

Olive Flemmich

Bolton Royal Infirmary
Chorley New Road
Bolton

Mrs T. Rowley

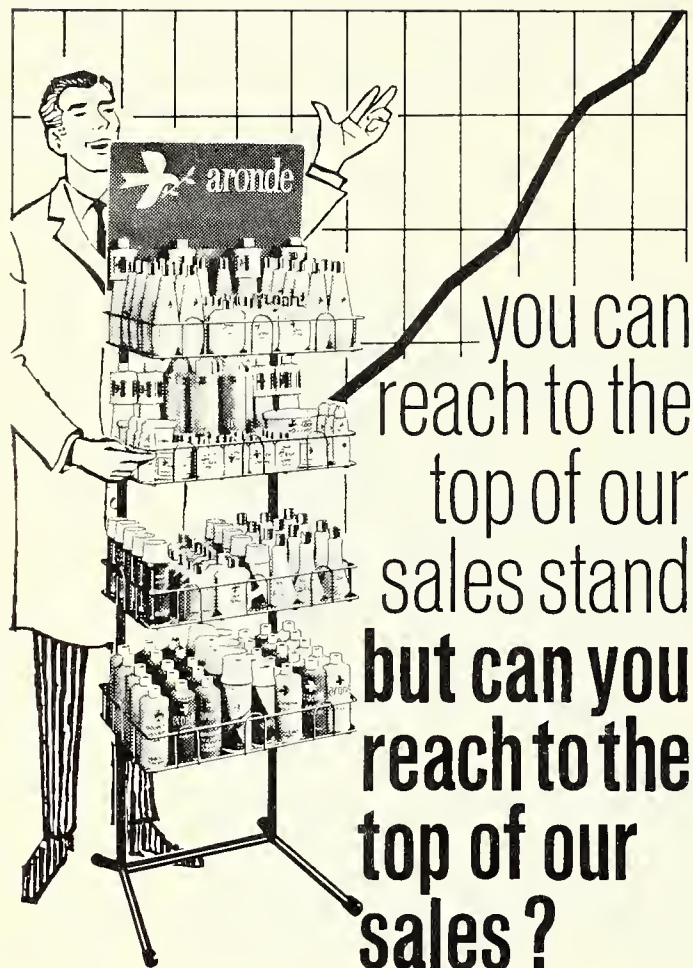
Duffryn Pharmacy Ltd
Cardiff Road
Rhydyfelin
Pontypridd
Glamorgan

Mrs P. Sexton

J. Alan Jones
2 Dean Parade
Camberley
Surrey

Christine Loveridge

Westons Chemists
287 Church Road
Sheldon
Birmingham 26



Our **sales** stand means just that. Sales.

If you haven't already got one — *now* is the time to ask 'Why not'. And the time to ask yourself if you're stocking enough Aronde cosmetics and toiletries to meet the demand! There's a wide wonderful range that will push your sales (and profits!) sky high. A range that's used by the top salons and top models. They can't be wrong. But they still watch 'value for money' . . . they know that although Aronde is *not* expensive, it's as good as many of its *expensive* counterparts. That means more customers! That means more sales. Which is what we said at the beginning!

aronde

If you want to know more about Aronde and *your* success story — just post this coupon for one Aronde representative and one *free* Aronde sales stand!

| | |
|--|---|
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| | Name Address CD/16/12/Y |

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Comment

Consumer interest

A warm welcome should be given to the interest in the pharmaceutical service shown by the Consumers' Association in its fortnightly publication for doctors, *Drug and Therapeutics Bulletin* (p 886). In particular, it will be noted that the Association is to put some suggestions to the Department of Health concerning the provision of an adequate service in "commercially unrewarding locations".

Whether the *Bulletin's* article was inspired by hospital pharmacists or doctors matters little—nor does the fact that those same groups will be the majority readers. What does matter is that the consumer's interest—the patient's—will be taken into account and an influential consumer organisation is being encouraged to see what the pharmaceutical service *could be*, rather than answer the question: "Are you satisfied with it as it is?"

This is the reverse situation to that studied by Sir Hugh Linstead's committee of inquiry, which reported after interviewing only one "consumer" spokesman, (name Elizabeth Ackroyd): "Certainly there are no obvious signs of public misgivings with the arrangements at present in force for the dispensing each year of about 270 million National Health Service prescriptions for the supply of other pharmaceutical needs."

If consumers do not know the actual role—let alone the potential role—of the pharmacist in the medical team, they can hardly be expected to be dissatisfied with the overall service they receive.

But the *Bulletin* sets the record straight, for the professions as well as the consumer of their services, when it says: "As long as doctors and pharmacists misunderstand or fail to fulfil their respective responsibilities,

some patients will receive inadequate or conflicting instructions and a few may be exposed to serious risk."

The article itself, not unsurprisingly, tends to consider pharmaceutical involvement with patients from the doctor and hospital point of view. It perhaps dismisses the role of the Pharmaceutical Society too quickly in favour of giving the power to regulate the service to the new area health authorities. And there are hints that a salaried service, with pharmacists in the employ of health centre authorities and dispensing doctors, would be acceptable.

Consumers' Association must be made aware that there are views within the profession other than those held by some hospital pharmacists. And, especially must it be told of the existence of the Pharmaceutical Society's comprehensive proposals for a planned service in both health centre and low-density-population areas.

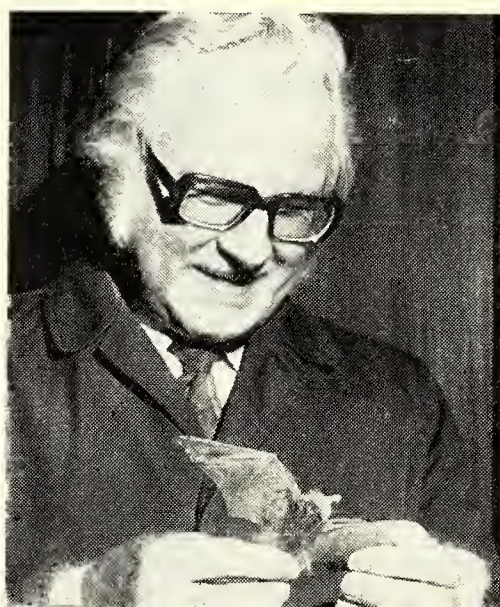
Now that the Association has taken an interest, the patient and the profession can benefit greatly from such an interchange of ideas. The Association's influence will then be brought to bear on the Government in full possession of the facts.

We hope the Association will follow its usual practice of being "open" about the proposals it submits to the Department. The pharmaceutical profession, doctors and the public should all be involved in any debate that follows.

For too long pharmacy's claims to fulfil its true function in the health team have been thwarted by closed-door "negotiations" with the government and professions having vested interests. It is time we had the public on our side.

Post Scripts

The voice of "womens lib", it seems, has now invaded the sanctuary of the annual general meeting of no less an august company than Glaxo Holdings Ltd. The all-male board on Monday heard from the poor a woman shareholder declare that she did not belong to "womens lib" but thought there ought to be a woman on the board. Did they object to a woman colleague? After all women had played an important part in the successful outcome of fighting off an unwanted take-over bid, she claimed. A somewhat surprised chairman, Mr Alan Wilson, explained that they would be delighted to have a female representative on the board if a "suitable" one was available. Whether the board, or the "lib" movement will now look for the "suitable" one was not clear. At any rate it will not be Sir Alan's problem, he retires from the chair in a little over three month's time and he made it clear that he would not be staying on the board thereafter.



Mr W. Wloch examining a noctule bat

The stock-in-trade of witchcraft: a snake, bats, spiders and beetles are being sent by the Yorkshire Museum, York, to the Museum of Pharmacy, Cracow, Poland, by hand of Mr Wledek Wloch, of York University. He is attending a meeting at

the Polish Academy in Cracow, where a paper will be given on the history of gifts of museum specimens from museums in Britain. The Yorkshire Museum is marking the occasion by sending this selection to increase the Polish collections in the town where Doctor Faustus was once a student. It is understood that Mr Wloch is going to Cracow safely by train rather than risk a hazardous flight by broomstick.

The use of pseudo-scientific names to persuade the purchaser that he is buying extra vitamins is much to be deprecated, the Kent chief inspector of weights and measures says in his annual report. The example is quoted of a protein food which was said to contain "D-Glucopyranoside-D-Fructofuranoside" — "common sugar" for the benefit of those whose pharmaceutical chemistry is a little rusty!

Books received

American Drug Index 1972.

C. O. Wilson and T. E. Jones. *J. B. Lippincott Co.* Distributed in Great Britain by Blackwell Scientific Publications, Osney Mead, Oxford OX2 0EL. 8½ x 5½ in. Pp 699. £4.75.

Letters

Urgent dispensing

My Committee recently received a request, originating from Inner London Executive Council, for details of chemists in the North-east London area willing to dispense urgent prescriptions outside normal business hours. Inner London proposed grouping such chemists into small geographical lists and advertising them by display in pharmacies as well as by sending copies to police stations, hospitals, doctors and the offices of GP relief organisations.

North-east London Local Pharmaceutical Committee are completely opposed to co-operation in any such scheme, on their borders or elsewhere, for two main reasons.

Firstly, my Committee is not enthusiastic about unduly extending the provision of out-of-hours dispensing services whilst remuneration remains at less than 20 per cent of that which would be required to obtain the urgent services of a plumber.

Secondly, my Committee feels that on no account should such a list be placed in the hands of hospitals or doctors. In order to preserve the special nature of the service and to discourage frivolous use, quite apart from considerations of safety and security, my Committee would not countenance the distribution of such a list other than to police stations, from whence all calls would be required to emanate.

At such time as the Department sees fit to provide remuneration commensurate with the disturbance and inconvenience involved, my Committee will be pleased to reconsider their attitude and meet the inevitably increased demand which would follow. We venture to suggest, however, that the Minister will show rather less enthusiasm for expansion of out-of-hours service when he is paying for it than he currently shows whilst he is not.

R. G. Worby,
Secretary,
North-east London Pharmaceutical
Committee.

Script records

Mr Dalglish's card index system for prescriptions (December 2, p848) represents an admirable, but time-consuming method. At Penicuik, over the years, I have recorded specially selected prescriptions on 5 x 3 inch cards, including all insulin scripts (these prove useful in diabetic emergencies and if the strength of insulin is not shown). At other times the staff have written up the essential details of prescriptions in book form. Both these methods are time-consuming, when one thinks in terms of 100 minutes for 100 scripts over the day.

For the past two years I have been tape-recording prescriptions. Initial expense is high, but subsequent expenses are almost nil. One advantage is the short time taken to record scripts (at least five times faster

than looking out and writing up cards). Disadvantages include the time taken to retrieve a note of the medication dispensed on a particular day for a patient.

At Penicuik the larger of the local surgeries now supplies each patient with a "record card" of medicines prescribed, including strength, date and dose. These assist the doctor in writing repeat prescriptions. Correctly used they also give the patient a card detailing their drugs and so saving the pharmaceutical staff here perhaps 1,500 minutes of writing time per month.

W. S. Tait
Penicuik, Midlothian

The inhabitants of Aberfeldy are fortunate in being the subjects of what Mr Dalglish so frankly describes as an experiment in medication records. A closer look at the test conditions however shows the conditions are so atypical as to vitiate any attempt to draw general conclusions from the experiment. Apparently 3,500 people support two pharmacies. Elsewhere this number would barely support one pharmacy. Also they support three doctors. In England one doctor is considered capable of caring for this number. Such a situation would be expected to result in the doctors busily supplementing their remuneration by doing the dispensing.

And Mr Dalglish has persuaded his trainee dispenser (his wife) to put in an hour's unpaid overtime daily in working his recording system for him. Sadly, the morbidity of the district seems to be high. Assuming Mr Dalglish's activities have not persuaded his competitor to abandon dispensing, each person has an average of ten items yearly.

One (at least) may therefore suspect the validity of Mr Dalglish's conclusion that the pharmacist has "an undoubted professional responsibility" to keep a slave copy of the doctor's master recording system. It would be most interesting to see Mr Dalglish justify his system on economic grounds.

E. Cerrino
Gamlingay, Beds

Premises security

Inspector Shaw of the Bradford City Police has expressed concern regarding the security of drugs in pharmacies; and in particular the supervision of unqualified staff (last week, p 872.)

The time has surely come for the Pharmaceutical Society to take a lead and make it illegal for a pharmacy to remain open during lunch hours, without the direct supervision of a pharmacist.

In a letter I have received from Mr L. D. Hay of the Home Office, he states: "With regard to the proposition implicit in your statement that pharmacies should be closed wherever the pharmacist is absent from the premises, I accept that if all pharmacists observed this practice—and it is advocated by the Pharmaceutical Society—the question of unsupervised sales of poisons would not arise. Nevertheless we have no evidence that the present system contributes significantly to the illicit circulation of drugs."

This view is contrary to the views of Inspector Shaw, when he states that numbers of young persons obtained jobs in pharmacies especially to obtain drugs.

As the wife and partner in my husband's pharmacy, and a member of the Association for the Prevention of Drug Addiction, I feel it is imperative that any loopholes in our drug security system should be immediately stopped, and if necessary more rigid controls introduced in the practice of pharmacy.

Donah M. Shepherd
Pocklington, York

Flykiller market

We note with amazement the claim that the Bayer "Mafu" strip "has gained 35 per cent of the slow-release flykiller market" (November 18, p762).

There are a number of independent audits available on the flykiller market which indicate a very different state of affairs. These show that on a value basis just over half the total flykiller market is held by aerosols and other insecticides, and that slow-release products hold the balance. Of these Shellstar's Vapona is way ahead as brand leader.

Of the slow-release market, the Mafu strip is shown to hold 5 per cent of that part of the market supplied through grocery outlets, 5 per cent of the trade through chemists and 11 per cent of sales through hardware outlets.

A. H. Newton,
Manager, Consumer Products,
Shellstar Ltd.

Irish News

Successful ball

The annual Pharmaceutical Benevolent Fund Ball in Dublin's Shelbourne hotel on December 5 was a real test of loyalty to a cause which has been helping pharmacists and their dependants in distress over the years. Held only four nights after a bomb had killed two people in Dublin, injured over 100 and blasted one pharmacy, that of Mr J. P. Burke, the organisers could have been forgiven if they decided to cancel the function in view of the general apprehension sweeping the city in the wake of the bomb. But the organisers were determined not to break with tradition and in the event their courage and faith were amply rewarded as the "faithful" turned up in strength and there were few cancellations. From the social point of view the function could not have been more successful and with numerous spot prizes and an attractive raffle for mammoth prizes, including a well-filled Christmas hamper. As usual the newly conferred Licentiate made the function a "coming out" occasion.

The guests included the president of the Pharmaceutical Society of Northern Ireland and Mrs O'Rourke; the secretary of the Irish Medical Association Dr Noel Reilly and his daughter, Ann; the secretary of the Medical Union and Mrs McLoughlin; the president of the Association of Ophthalmic Opticians, Mr Kevin Culliton, and Mr Tom O'Dwyer representing the Pharmaceutical Chemical and Allied Association. The guests were received by the president and Mrs Semple.

Further Larodopa price reduction

*As from the 8th December, 1972
the trade price of Larodopa 500 mg. tablets
will be £5.90 for packings of 200.*



Further information is available on request from Roche Products Limited, Welwyn Garden City, Hertfordshire. Larodopa is the trade mark for Roche preparations containing (-)-3-(3,4-Dihydroxyphenyl)-L-alanine (levodopa) J47054

Professional News

Pharmaceutical Society of Great Britain

No 'doubling' of regional and area posts, says the Department of Health

It is unlikely that in the foreseeable future there will be a job for both the regional pharmaceutical officer (appointed under NHS reorganisation) and the Noel Hall regional pharmacist, the Department of Health has told the Pharmaceutical Society. Nor will there be area counterparts.

But beyond this, the Department reserves its position, the Society's Council was told at last week's meeting.

The Department had been asked by the Society whether its view was that the regional and area hospital pharmacists appointed in accordance with the recommendations of the Noel Hall Working Party should automatically become the regional and area pharmaceutical officers in the new NHS.

The Practice Committee felt that the post of regional pharmaceutical officer (NHS) should be open to competition and that details of the role specification for the post should be given in advertisements for application. The post of area pharmaceutical officer (NHS) was quite different from the post of area pharmacist (Noel Hall), it was pointed out. The new post should apply to a full time administrator whereas the Noel Hall post was held by a pharmacist with other responsibilities in the hospital pharmaceutical service.

Further, the whole purpose of the NHS reorganisation was integration and that aim would not be achieved unless all pharmacists had the right to compete for the new administrative posts so that a breadth of experience could be represented at all levels of administration. Council decided that a letter incorporating the above points should be sent to the Department and the Department's staff advisory committee.

Representation on joint liaison committees was also discussed and Council agreed that an approach be made to the Executive Councils' Associations pressing that details of recommendations affecting individual professions should be made known to the appropriate professional advisory committees. It would also be suggested that area specialist panels should be set up for each of the professions. (Joint liaison committees, one for each new area and one for each region, have a special responsibility for ensuring that NHS staff are fully consulted on and informed about NHS reorganisations. They are composed mainly of officers from existing authorities.)

A full page advertising feature in a local newspaper was considered by the Ethical Committee and deemed to be an error of

judgement and to conflict with the Statement upon Matters of Professional Conduct. The feature had contained photographs of the interior and exterior of the premises, editorial matter and supporting advertisements that had included the word "pharmacy".

It was agreed by the Law Committee that where, in an emergency, a prescription for a Schedule 4 preparation was telephoned to a pharmacy the practice should be that a pharmacist should only accept such a prescription from the prescriber himself.

Sales of packs of 500 DF 118 tablets had been made from two pharmacies to a person who had a non-registrable qualification in chiropody, it was reported. The purchaser had said that the tablets were 'for the purpose of carrying out minor operations'. On each occasion, a second supply had been requested after a short period, the "chiropodist" claiming that he had damaged the first supply. One pharmacist had not made the second supply but the other had, and had been sent a warning letter.

Medicated 'sweets' licensing to be relaxed?

The question of the application of the licensing provisions of the Medicines Act to medicated confectionery has been raised by the Department of Health, reported the secretary and registrar (Mr D. F. Lewis).

Products such as Zubes, Cherry Cough Drops, Tunes and Vick lozenges are normally sold through sweet shops but will, in fact, be subject to product licences and manufacturers' licences. Almost all of those preparations are regarded as sweets and are distributed through the wholesale confectionery trade which, it is understood, consists of over 2,500 companies. To issue wholesalers' licences to all these companies would be unduly burdensome, but the Department of Health considers there is no scope for any further enlargement of the existing exemptions from all types of licences in respect of the products in question.

It is proposed that an order should be made to provide an additional exemption from the need to hold a wholesale dealer's licence. The exemptions would apply in the following circumstances: (a) the product licence holder would have to apply to the licensing authority for the exemption

to apply to his products; (b) the product would not be sold with or accompanied by particulars in writing specifying that the product's curative or remedial function was in relation to a disease specified, except for the relief of symptoms of cold, coughs, or nasal congestion; and (c) the wholesaler would not deal in licensed medicinal products other than products of this kind, and would not distribute them to pharmacies.

The effect would be that the products themselves would be subject to licensing, but the owner of the product licence would be able to apply to the licensing authority to have his product regarded as a special case and then distributed through confectionery wholesalers to retail outlets other than pharmacies without the need for a wholesale licence.

Mr A. Aldington thought that the Council should express disquiet and not accept the suggestion that anyone should be free from the conditions of the Medicines Act. He was supported by Mr A. Howells and Mr D. E. Sparshott.

Mr J. R. Dale, the Society's chief inspector, said there were many preparations which were medicinal products within the meaning of the Act. As he understood it, the Department could give them a total exemption from licence, but the Department had made it clear that it did not want to give any further total exemptions. On the other hand, most of the preparations were sold in sweet shops and would require product licences and manufacturers' licences. Mr Howells said that if people ceased to advertise them as medicinal products they could be sold in sweet shops.

Mr W. M. Darling said that the expression "except for the relief of symptoms of cold, coughs, or nasal congestion" could apply to many products other than those mentioned. He was dissatisfied with the Department's approach. Mr K. A. Lees said that in the event of protestations failing, Council should follow the matter up with a question as to what criteria were going to be adopted by the Department for the acceptance of products permitted to be sold in that way. It was agreed to write to the Department along the lines suggested.

It was reported that the joint veterinary/pharmaceutical committee had given preliminary consideration to an EEC draft directive on the harmonisation of legislation of member states in relation to veterinary specialties, and had expressed disquiet on several of its principles. The Ministry of Agriculture had invited comment from constituent bodies, but the committee found itself unable to comply within the limited period without further information.

Survey on smoking

The Society has been asked to collaborate in a survey of smoking by pharmacists. Mr Lewis reported. The chief pharmacist at the Department of Health, Dr T. D. Whittet, had written to say that the Department was proposing to carry out a study which might throw light on the fact that people in the higher social classes and, in particular, in the professional groups, seemed to smoke less than other sections of the population. That might be because they were more susceptible to the appearance of warnings about the health dangers involved, but it might also be that the

average figure was low because certain sections of the professional classes might be expected to have a more intimate knowledge of the dangers because of the type of work in which they were involved. It was proposed to send questionnaires to a sample of doctors and nurses, pharmacists, dentists, and teachers from that group, and it was intended to have a large control group to represent other professions which did not have that special involvement. The questionnaires would be sent to 300 pharmacists.

Mr Howells, president, Commonwealth Pharmaceutical Association, reported that a successful application had been made to the Commonwealth Foundation for a further financial grant for the Association. The grant was for £30,000 over three years.

The Department of Health had agreed to an increase of 20 per cent, from September 1, 1972, in the grants payable to the organisers of courses arranged under the Health and Welfare (Provision of Instruction) Regulations 1968 for pharmacists providing Part IV services under the NHS.

Recommendation of the award of the mastership in pharmaceutical analysis to the following five persons was confirmed: Robert Stanley Dilks, Peter Murray, Gene Terence Robinson, James Ross Slater, John Maurice Teward.

New EEC Committee

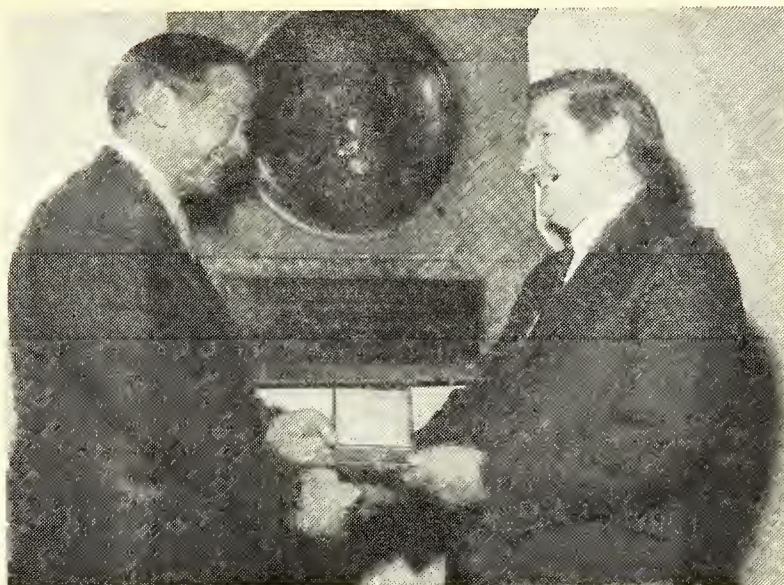
The formation of a new Committee of Council, the EEC Policy Committee, was announced by the president, Mr J. P. Kerr. It will facilitate the making of policy decisions before discussion in the Council's EEC Committee, which had co-opted members who are not members of Council. The Policy Committee will comprise Mr Aldington, Mr Bloomfield, Mr Bealand, Professor Beckett, Mr Madge, Mr Roberts, Mr Bannerman, Mr Sparshott and Mr Darling (chairman).

The Society has been asked to lend four items from its collection of delftware for an exhibition of English delftware to be organised by the British Council at the Rijksmuseum, Amsterdam, from March to June 1973. The request had come from the keeper of the Department of Ceramics, Victoria and Albert Museum. The four pieces named were the most valuable in the Society's collection, two had been heavily repaired and were, consequently, most fragile. Mr R. G. Todd (the Society's librarian) was of the opinion that those should not be loaned as they might be damaged in transit. The Council agreed that the other two pieces should be offered for the exhibition. They are: syrup jar, inscribed "S. DE Althaeae" and "R.D." painted in blue, and dated 1658; barber's basin, painted blue and decorated with various instruments.

It was agreed that there should be an increase of £1 (to £6) in the overnight allowance for attendance at the branch representatives', the branch secretaries', and the regional secretaries' meetings.

It was reported that Miss S. E. Butterworth would be leaving the Society's employment at the end of December. Appreciation of her work within the organisation of the Society was expressed and tribute paid to her contribution towards the Society's Regional Organisation and the British Pharmaceutical Conference.

Mr C. A. Johnson (right) receives the Harrison Memorial Medal from Mr J. P. Kerr, president of the Pharmaceutical Society



What future for the compressed tablet?

Is the compressed tablet outmoded? That question was posed by Mr C. A. Johnson, scientific director of the British Pharmacopoeia Commission, when he delivered the Harrison Memorial Lecture at the Pharmaceutical Society's London headquarters last week.

Speaking in a personal capacity as recipient of the Harrison Medal, he titled his well-received lecture "The changing role of the pharmaceutical analyst." A significant landmark in the changes had been the first move to standardise compressed tablets by uniformity of weight and disintegration time. But this was now not enough: uniformity of content might have to be controlled in future, requiring many individual analyses. "This is possible provided that time, money and, above all, competent analysts are available, or provided that one has sufficient interest in a particular product to merit the introduction of automated procedures".

Disintegration characteristics measurement was being set against the solution rate test and other approaches to estimation of drug availability from the formulation—and by inference, possible clinical effectiveness. "Amidst the welter of questions that are being asked concerning the relevance of solution rate tests and of blood level determinations, and why Brand X appears to be more effective than brand Y or even why Brand X itself should vary in its effectiveness from time to time, and whether we are even sure that we know what we mean by effective, it seems to me that the one fundamental question is not being asked. If such widespread differences in effectiveness can occur from brand to brand, and even within brands, then is not the compressed tablet, as a drug-delivery system, outmoded and should it not be discarded in favour of some more reliable means of ensuring that the right dose gets to the right place?"

Mr Johnson said that if it was necessary to continue to live with the compressed tablet, the pharmaceutical analyst was faced with an enormous problem. "He has, in effect, to design a test that will be sufficiently simple to be applied

as a routine measure from batch to batch but that will allow a reasonable prediction to be made of the biological response to be expected from the preparation so tested. When one considers the variation that may be expected in making estimates of biological responses one can realise the virtual impossibility of the problem.

"I predict that we shall see an increasing use made of the solution rate test in the future but we should constantly remind ourselves that such a test is simply a measure of another physical property of a tablet and that no more significant meaning should be attached to it without the most convincing evidence being available."

Mr Johnson also said that a major contribution to the increasing challenge of the analyst's work results from the increasing potency and complexity of the materials that he is called upon to assess. Many modern synthetic compounds were of considerable potency and impurities were most likely to be of closely related chemical structure, but not necessarily of similar pharmacological effect. An important aspect of any present day specification was therefore a challenging test for homogeneity based on some form of chromatographic separation using a detection system of adequate sensitivity. This, coupled with a definitive means of identification, and supported by determinations of physical criteria, was often enough. Rarely was anything positive added by the carrying out of an assay, which was all too often quite non-specific and which may lack the necessary precision to allow appropriately tight limits to be set.

"I predict that in the future the conservatism that jealously guards the formal assay as a revered part of the specification for a medicinal substance will be broken down and the essential features of interest will be unequivocal identification, assurances of homogeneity and determination of various physical characteristics."

Nevertheless, Mr Johnson concluded by saying that the pharmaceutical analysis was today, and would be in the future, an important part of the control system that sought to ensure that manufacturing errors do not go undetected.

Market News

EUCALYPTUS FIRM

London, December 13: The price of eucalyptus oil rose by 20 per cent during the week thus continuing the firm trend the oil has displayed over the past month or so. Also dearer among essential oils were lemongrass, Madagascar clove leaf, Ceylon citronella (forward) and Chinese anise and spearmint.

Among crude drugs Peru balsam was slightly dearer while podophyllum was lower for shipment. Cinnamon quills, Nigerian peeled ginger, and pepper were all weaker in the forward position. Production of sulphuric acid by members of the National Sulphuric Acid Association during the third quarter at 833,742 tons (100 per cent H_2SO_4) was 1.1 per cent above the third quarter of 1971.

Pharmaceutical chemicals

Acetic acid: 12-ton lots, delivered, per metric ton, BPC glacial £94; 99.5 per cent technical £87; 80 per cent grades pure £82.50; technical £75.
Adrenaline: (per g) Synthetic 1-kg lots, £0.059; 500 g £0.067; acid tartrate, £0.044 and £0.05.
Aloin: 50-kg lots £9 kg.
Aminacrine hydrochloride: £33.50 kg.
Aspirin: 10-metric ton lots £577.50 ton; 5-ton £583; 1-ton £592.50.
Atropine: (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.

Benzamine lactate: 1-5-kg lots, £95 kg.
Benzocaine: 50-kg lots £148 kg.
Benzoic acid: One-metric ton lots £30.42 kg.
Borax: BP grades, per metric ton, in paper bags delivered—granular £112; crystals £154; powder £122; extra fine powder £126. Technical grades less £24 per ton.
Boric acid: BP grade per metric ton; granular £110; crystals £154; powder £122; extra-fine powder £126 in paper bags, carriage paid. Technical is £24 per 1,000 kg less than BP grades.
Calcium carbonate: BP precipitated £49 per metric ton.
Calcium gluconate: 250-kg lots £0.63 kg.
Calcium lactate: 250-kg £412 per metric ton.
Calcium pantothenate: £3.16 kg; 5-kg £3.13 kg.
Calcium sodium lactate: £0.709 kg in 50-kg lots.
Citric acid: BP granular hydrous per metric ton 50-kg lots, £337; 250-kg £325; 1,000-kg £313. Anhydrous £358, £346, £334 respectively. Premium for powder £10.
Gallic acid: 1,000-kg lots £1.62 kg.
Glucose: (Per metric ton in 10-ton lots), monohydrate powder £84; anhydrous £165; liquid 43° Baumé £70 (5-drum lots).
Glycerin: BP per metric ton—5-ton lots £234; 1-ton £237; 250-kg £243, in 250-kg drums.
Hydrocortisone: Acetate or alcohol £0.25 g.
Hyoscine hydrobromide: £314.14 kg.
Hyoscyamine sulphate: (100-g lots) £59 kg.
Ichthammol: 1,000-kg lots £0.52 kg.
Iodides: (Per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (£50-kg).
Iodine: Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.
Lactic acid: £570 metric ton for 50-kg lots.
Penicillin: Potassium, sodium or procaine, sterile £9 per 1,000 Mu for 5-25,000 Mu lots.
Phenolphthalein: 250-kg lots £1 kg.
Physostigmine: 100-g lots salicylate £0.69 per g; sulphate £0.88 g.
Oleic acid: BP £206.70 per metric ton delivered.
Oxalic acid: 20-ton lots about £145 metric ton.
Pyrogalllic acid: Pure 500-kg lots £4.73 kg.
Salicylic acid: per metric ton 5-ton lots £445; 1-ton £470 250-kg £520.
Tannic acid: 500-kg fluffy £1.35 kg; powder £1.33.
Tartaric acid: (Per metric ton) 50-kg lots £437; 250-kg £432; £428 ton.
Terpineol: 50-kg lots £0.47 kg.
Theobromine: Alkaloid 100-kg lots £2.30 kg.

Crude drugs

Balsams: (lb) Canada £2.15 spot; shipment £2.10, cif. **Copaiba:** BPC £1.25, Para, £0.40. **Peru:** £1.20, £1.15, cif. **Tolu:** BP £0.70.
Cascara: Spot £500 metric ton; no cif. offers.
Cinnamon bark: Seychelles £350 ton cif. Nigerian funlwa new crop £360.
Cloves: Madagascar £1,620 metric ton, cif.
Cochineal: Tenerife black-brilliant £7 kg spot; £6.85, cif. Peruvian silver grey £6.30 spot, £6.25 cif.
Cocillana: Spot £700 metric ton.
Colocynth pulp: Spot £685 metric ton nominal.
Gentian: Root £490 metric ton spot; £480, cif.
Ginger: (ton) Cochin, new crop £245, cif. Jamaican not quoted. Nigerian split £220 spot; £205, cif; peeled £320 spot; £315, cif. Sierra Leone, new crop £310, cif.
Mace: Grenada No. 1 £1,120 ton, fob.
Pepper: (ton) Sarawak black £390 spot; £365, cif; white £580; £540, cif.
Podophyllum: Emodi £340 metric ton cif.

Essential oils

Anise: Chinese £1.55 kg spot; £1.50, cif.
Citronella: Ceylon spot £1.20 kg; £1.10, cif.
Eucalyptus: Natural 80-85 per cent for shipment £0.90 kg, cif.
Lemongrass: Spot £2.60 kg; £2.50, cif.
Spearmint: American £4.40 kg spot; Chinese £5.25, cif.

Coming events

Monday, December 18

Bedfordshire Branch, Pharmaceutical Society, The Angel's Reply, Hitchin, at 8 pm. Christmas dinner and party.

Tuesday, December 19

West Kent Branch, Pharmaceutical Society, Wellcome Research Laboratories, Langley Court, Beckenham, at 8 pm. Mr A. N. Watson (Croydon Advertiser) on "Cartoons and their history".

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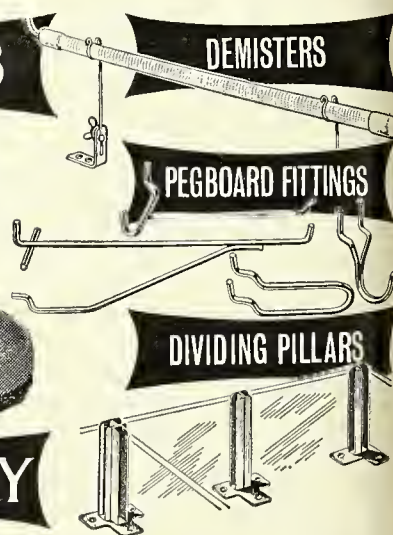
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INFLUENZA and 'COMMON COLD' TABLETS
(homoeopathic formula)

Pack of five bottles wholesale £1.30 inc. 25% P.T.
 Retail 49p per bottle

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 Telephones 01-629 3118/3205

Classified Advertisements

Post to Classified Advertisements, Chemist & Druggist,
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 Telephone 01-353 3212.

Headings All advertisements appear under appropriate headings.

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Publication date Every Saturday.

Circulation ABC January/December 1971 15,167

Hospital appointments

**HORTON HOSPITAL
 MANAGEMENT COMMITTEE**

Chief Pharmacist III

£2,214 to £2,892

(Including London Allowance)

Situated in pleasant surroundings near Epsom, this is
 a single Hospital Group with over 1,500 beds for the
 mentally ill. The Salmon Nursing Structure and Clinical
 Area Teams are being introduced.

Apply by letter, giving full details and the names of
 three referees to:

**The Group Secretary, Horton Hospital
 Epsom, Surrey**

**PETERBOROUGH AND
 STAMFORD HOSPITAL
 MANAGEMENT COMMITTEE
 PETERBOROUGH DISTRICT
 HOSPITAL**

PHARMACIST required for the
 new Peterborough District Hos-
 pital of 343 beds.

Salary Scale: £1,545 per an-
 num, rising by annual incre-
 ments to £1,941 per annum.

The post offers interesting and
 varied duties in a new Depart-
 ment.

Whitley Council's Conditions of
 Service.

Applications, giving full details,
 together with the names of two
 referees, to the Group Secretary,
 Peterborough and Stamford Hos-
 pital Management Committee,
 District Hospital, Thorpe Road,
 Peterborough, PE3 6DA.

**WHIPPS CROSS HOSPITAL,
 LEYTONSTONE, E11 1NR.
 SENIOR PHARMACIST**

required part-time 20 hours per
 week, at recently modernised and
 enlarged pharmacy in this 862
 bedded, mainly acute District
 General Hospital. Within easy
 reach of pleasant residential
 areas and central London. En-
 quiries to Group Pharmacist,
 telephone 01-539 5522, Ext. 125.
 Application forms obtainable from
 Hospital Secretary, ext. 351.
 Returnable as soon as possible.

**Please mention C & D
 when replying to adverts.**

**WHIPPS CROSS HOSPITAL
 LEYTONSTONE, E11 1NR**

Basic Grade Pharmacist required
 at recently modernised and
 enlarged Pharmacy in this 882
 bedded, mainly acute, District
 General Hospital. Within easy
 reach of pleasant residential
 areas and central London.

Enquiries to Group Pharmacist,
 telephone 01-539 5522, ext. 125.
 Application Forms obtainable
 from Hospital Secretary, 01-539
 5522, ext. 351, returnable as
 soon as possible.

**GUYS HOSPITAL GROUP
 PHARMACY TECHNICIAN**

Required in this teaching hospital
 group. The post offers varied and
 interesting work in all aspects of
 hospital pharmacy. Applications
 with full details to The Group Phar-
 macist, Guys Hospital, London SE1
 01 407 7600 x 418.

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For premature ejaculation
 Retail 75p per tube
 Wholesale £2.50 carton of 6
 Post paid c.w.o. from:
 Lloyd's Surgical Dept. Ltd.,
 Commercial Rd., Portsmouth.
 Showcard free on request.

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Why aren't you earning at least £3,000 per annum

We need a superior Salesman in South London to sell the KL7 Electronic Tablet/Capsule Counter which you have probably seen in Chemists and Hospitals. Our product is regularly advertised and good leads are supplied. Payment is by commission with car and hotel expenses paid. You must be a car owner and be capable of working well on your own. Tel. 061-624 3474 or write to Mr. I. Mellor, Sales Manager, Kirby Lester Ltd., Osborne Estate, Waddington Street, Oldham, Lancs.

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Greenford
Middx.

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Official appointments

MINISTRY OF DEFENCE ROYAL NAVY MEDICAL SERVICE PHARMACISTS

Vacancies exist for Pharmacists with MOD (Navy) as follows:

Royal Naval Hospital Haslar (near Gosport, Hants)

2 SENIOR/BASIC PHARMACISTS
1 SUPERINTENDING PHARMACIST (NHS CHIEF II)

Royal Naval Hospital Plymouth

2 SENIOR/BASIC PHARMACISTS

Royal Naval Medical Store Greenock

1 SENIOR/BASIC PHARMACIST
1 SUPERINTENDING PHARMACIST (NHS CHIEF II)

Royal Naval Hospital Gibraltar

1 SENIOR/BASIC PHARMACIST

Interesting and rewarding careers open to successful candidates, with opportunities for promotion. Salary, conditions of service and superannuation are linked to those of the National Health Service.

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Largest and most exclusive selection of Necklets, Brooches, Chainbelts, Dress Rings, Earrings (all types) Hair-Ornaments, etc. Limited quantity of clearing lines available parcels from £5.00 and upwards.

PAPER ROLLS for all Cash Registers and Adding Machines. Suppliers to Chemists throughout Gt. Britain. Write Cashadd, 61 Liverpool Road, Irlam, Lancs or Tel: 061-775 2493.

Agencies

Shopfittings

Low Cost
Unit
Shopfronts
600 Designs

Take
36
Months
To Pay

- * In Anodised Aluminium
- * Built In Illuminated signs
- * Available from stock
- * Installed in 2 Days on most sites

UNIT SHOPFRONTS LTD
9 Aintree Road Perivale Middlesex
PHONE: 01-997-9943/7

SHOPFRONTS and interior fittings by Chemist Specialists. WARWICK SHOPFITTING, 20 Rudd Street, London, SE18 6RS. Tel: 01-854 0343.

Please mention C & D
when replying
to advertisements.

Business for sale

FOR SALE, Cumberland Town, Shop in busy main street, ideally suitable as Chemists, little competition. Apply L. Lennox Martin Limited, 154 Lonsdale Street, Carlisle. 24 hour telephone service, Carlisle 26234.

Agents

AGENTS required having personal connections to go-ahead Chemists, by leading manufacturers of Branded Baby Shoes, who now offer a compact range of their products specially selected and packed for Chemists. Excellent additional line, generous commission. Box 2070.

Wanted

URGENTLY REQUIRED, all items connected with old-fashioned Pharmacies.—Runs of drug drawers, shop rounds, jars, etc.—Telephone Ashtead (Surrey) 72319 or write Robin Wheeler, 'Maplehurst', Park Lane, Ashtead, Surrey.

VALUE ADDED TAX SALE OF GOODS WHOLESALE

Important new
sections
all to be found in

The Contents of the 1973 Edition include:

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Identification Guide

Manufacturers and
Suppliers Index

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Salaries of
Pharmacists and
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1973. Price £6.90

CHEMIST & DRUGGIST DIRECTORY 1973

and tablet and capsule identification guide

Why you sell more Philishave than any other kind of electric shaver.

The product is right

The Philishave has been a best seller for 22 years. There are now seven different models in the range, catering for every need. And they all have the unique Philips combination—rotary action and floating heads.

The price is right

The Philishave range starts with the cordless 90 Super—incredible value for only £5.78. And it goes up through the top-selling Philishave 3 Dc Luxe at £12.55—to the luxurious Philishave 3 Rechargeable 90 Super at £19.36.

So however much (or little) your customers want to spend on a shaver, you can always produce a Philishave to fit the bill.

You get big support

As a Philishave dealer you know from experience you can count on heavy advertising support from Philips—all year round. This makes sure of a big demand for Philishave models week in, week out. It's this advertising support, combined with your own efforts and the excellence of the shavers themselves, that makes Philishave the best-selling electric shaver range.



PHILIPS
We want you to have the best.

The essential reference for every
retailer, wholesaler and manufacturer
interested in the
pharmaceutical, toiletry, cosmetic
and associated industries

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London EC4A 3JA

New sections

Value Added Tax—
A general guide
explaining the
scope of this new
tax and including
the special schemes
for retailers with
particular reference
to pharmacists

Sale of Goods —
Some aspects of the
law affecting the
sale of goods for
pharmacists

Wholesalers of
pharmaceuticals,
cosmetics, toiletries,
and sundries

Multiple Retail
Outlets—Companies
and individuals
controlling five or
more branches

A message to sales managers.

There's no need to do London the hard way.

No one is suggesting that hard-headed, twentieth century, business-like you are anything like simple hearted, medieval country-boy, Dick Whittington, when it comes to seeking fame and fortune in London. (Silly Dick thought he'd find gold on the pavements, but instead found rats under the floor-boards.)

But if no businessman is likely to find rats in the skirting today, he might find some pretty large spanners in the works, if he tries selling in London the hard way.

Take yourself.

You know that London is easily the most lucrative market in Britain. (In fact, by itself it's as big a market as Norway and Sweden put together.)

So not surprisingly you want to be in there. Advertising on television. And selling in your products to the retail trade.

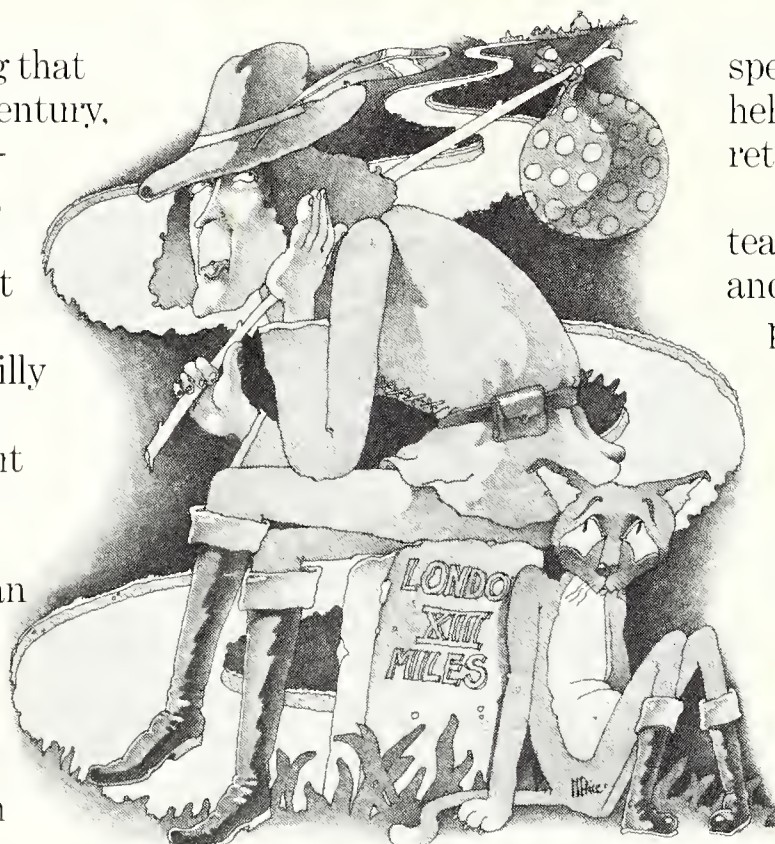
And then the problems start.

London is huge. So your own sales force gets overstretched. You want to launch a new product or distribution drive with a big bang. And you haven't enough salesmen to push it into the shops with more than a whimper.

London is a jungle. Perhaps your own people don't know it too well. So they might be in the wrong places at the wrong time.

This is doing London the hard way. Now for London the easy way.

With Footwork. The London Weekend Retail Sales Service. Twenty-two good salesmen and true,



specially formed by LWT to help their advertisers in their retail sales push in London.

Hire both Footwork teams (or one, if you prefer), and now watch your big problems become small fry.

You have a new product launch in London. Footwork will sell it in, while your regular sales force gets on with its regular job.

You want to do a distribution drive. A retail display drive.

A test marketing drive.

A seasonal sell-in.

Footwork can handle

them all. With skill. (Each Footwork representative is a highly experienced salesman.)

With inside knowledge. (Each Footwork salesman knows his area of London like a native. Because he probably is one.)



With speed. (The Footwork team has a capacity in the Grocery trade, for instance, of about 2,000 calls a week.)

And with efficiency. (The Footwork team will give you a report on their activities. Every week.)

And all this is just the bare bones of the Footwork operation.

If you'd like us to put some skin on the skeleton, just ring Ron Miller at London Weekend 01-734 9431, and he'll be happy to answer your questions.



If, after that, you wind up using Footwork, you should find that the streets of London are paved with gold after all.



The London Weekend retail sales service. We know our London.